

# Virginia

# 1997

Issued March 2000

EC97W42A-VA(RV)

## 1997 Economic Census

*Wholesale Trade*

Geographic Area Series



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U.S. Department of Commerce  
Economics and Statistics Administration  
U.S. CENSUS BUREAU



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# 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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# Wholesale Trade

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## SCOPE

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

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

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

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

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

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

## GENERAL

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

**Geographic area reports.** A separate report containing data for establishments with payroll is published for each state, the District of Columbia, and the United States. Each report presents general statistics for establishments with payroll, on number of establishments, sales, payroll, employment, operating expenses, and inventories. At the state level, data also are presented separately for the following types of wholesale operations: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, commission merchants, and auction companies. Less type-of-operation detail is shown below the state level. For states, MAs, and counties and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail).

**Commodity line sales report.** This report presents data on major categories of commodities sold by wholesale kinds of business for the United States. Tables present data for each kind of business and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and for establishments actually handling a specific line, the percentage of total sales represented by sales of that line. Summary statistics also are provided for

the broad commodity line categories, including counts of establishments and the amount and percentage of the line sold by various kinds of wholesale businesses.

**Establishment and firm size (including legal form of organization) report.** This report presents data for establishments with payroll, based on size of establishment, size of company or firm, and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, operating expense, inventories and employment for the United States.

**Miscellaneous subjects report.** This report contains data by kind of business on employment by principal activity; sales by class of customer; inventory valuation methods; commissions and gross selling value of business conducted for others by agents and brokers; gross margins, gross profits, and their components; and on petroleum bulk stations and terminals. Data are presented for the United States as a whole and for petroleum bulk stations and terminals at the state level.

## **GEOGRAPHIC AREAS COVERED**

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

1. The United States as a whole.
2. States and the District of Columbia.
3. Consolidated metropolitan statistical areas (CMSAs) and primary metropolitan statistical areas (PMSAs) defined by the Office of Management and Budget (OMB) as of June 30, 1997. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSAs which have a population of at least 1,000,000 (according to the 1990 Census of Population or subsequent special census) and which meet specific criteria of urban character and of social and economic integration.
4. Metropolitan statistical areas (MSAs) defined by the OMB as of June 30, 1997. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants (according to the 1990 Census of Population or subsequent special census). Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. Areas within the state outside metropolitan areas (MAs).

6. Counties and county equivalents defined as of January 1, 1997. Counties are the primary divisions of states, except in Louisiana where they are called parishes and in Alaska where they are called boroughs and census areas. Maryland, Missouri, Nevada, and Virginia have one place or more that is independent of any county organization and constitutes primary divisions of their states. These places are treated as counties and as places.
7. Consolidated cities defined as of January 1, 1997. Consolidated cities are consolidated governments which consist of separately incorporated municipalities.
8. Municipalities of 2,500 inhabitants or more defined as of January 1, 1997. These are areas of significant population incorporated as a city, borough, village, or town according to the 1990 Census of Population or subsequent special census. For the economic census, boroughs and census areas in Alaska and boroughs in New York are not included in this category.
9. Special economic urban areas (SEUAs), which include townships in Michigan, New Jersey, and Pennsylvania, and towns in New York, Wisconsin, and the six New England states with 10,000 inhabitants or more (according to the 1990 Census of Population or subsequent special census).

## **COMPARABILITY OF THE 1992 AND 1997 CENSUSES**

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

## **DISCLOSURE**

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

## **AVAILABILITY OF MORE FREQUENT ECONOMIC DATA**

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

**Table 1. Summary Statistics for the State: 1997**

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

| NAICS code      | Geographic area, type of operation, and kind of business              | Establishments (number) | Sales (\$1,000)   | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|-----------------|---|-------------------------|-------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VIRGINIA</b> |   |                         |                   |                          |                                 |   |                              |  |  |
| <b>42</b>       | <b>Wholesale trade . . . . .</b>                                      | <b>7 868</b>            | <b>61 046 705</b> | <b>3 784 428</b>         | <b>916 371</b>                  | <b>106 365</b>  | <b>7 276 709</b>             | <b>3 619 542</b>                               | <b>3 931 645</b>                               |
|                 | Wholesaler distributors and jobbers . . . . .                         | 6 012                   | 29 276 047        | 2 457 808                | 578 255                         | 76 011  | 4 689 752                    | 2 721 890                                      | 2 984 233                                      |
|                 | Importers . . . . .   | 167                     | 1 420 364         | 83 671                   | 19 123                          | 2 381   | 203 446                      | 162 905  | 170 203  |
|                 | Exporters . . . . .   | 145                     | 903 809           | 59 080                   | 13 769                          | 1 257   | 115 344                      | 41 385   | 32 072   |
|                 | Own brand importer-marketers . . . . .                                | 44                      | 2 347 580         | 50 819                   | 13 010                          | 1 218   | 169 270                      | 120 559  | 115 298  |
|                 | Terminal grain elevators . . . . .                                    | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
|                 | Country grain elevators . . . . .                                     | 10                      | D                 | D                        | D                               | b   | D                            | D  | D  |
|                 | Assemblers of farm products, except country grain elevators . . . . . | 37                      | 336 646           | 13 491                   | 2 466                           | 446   | 34 415                       | 8 784  | 9 387  |
|                 | Sales branches (with stock) . . . . .                                 | 394                     | 9 412 483         | 492 767                  | 123 122                         | 11 301  | 952 714                      | 528 992  | 589 752  |
|                 | Sales offices (without stock) . . . . .                               | 237                     | 9 307 495         | 430 242                  | 121 398                         | 7 074   | 769 335                      | -  | -  |
|                 | Auction companies . . . . .   | 30                      | 927 812           | 14 127                   | 3 542                           | 1 491   | 22 344                       | 441  | 606  |
|                 | Brokers . . . . .   | 147                     | 2 578 706         | 36 837                   | 8 257                           | 977   | 62 387                       | 1 808  | 1 472  |
|                 | Commission merchants . . . . .  | 160                     | 2 119 814         | 55 983                   | 14 381                          | 2 065   | 99 285                       | 1 934  | 1 935  |
|                 | Import agents . . . . .   | 12                      | D                 | D                        | D                               | c   | D                            | D  | D  |
|                 | Export agents . . . . .   | 14                      | D                 | D                        | D                               | c   | D                            | D  | D  |
|                 | Manufacturers' agents . . . . .                                       | 457                     | 2 015 912         | 72 086                   | 15 717                          | 1 655   | 126 255                      | 2 781  | 2 763  |
| 421             | Wholesale trade, durable goods . . . . .                              | 5 395                   | 32 949 420        | 2 465 176                | 603 372                         | 63 296  | 4 592 825                    | 2 196 333                                      | 2 313 094                                      |
| 4211            | Motor vehicle & motor vehicle parts & supplies whsle . . . . .        | 615                     | 7 692 533         | 184 010                  | 44 332                          | 7 618   | 380 677                      | 266 537  | 289 075  |
| 42111           | Automobile & other motor vehicle whsle . . . . .                      | 174                     | 6 816 329         | 91 094                   | 22 406                          | 3 876   | 198 874                      | 113 181  | 134 769  |
| 421110          | Automobile & other motor vehicle whsle . . . . .                      | 174                     | 6 816 329         | 91 094                   | 22 406                          | 3 876   | 198 874                      | 113 181  | 134 769  |
| 4211101         | Automobile & motorcycle whsle . . . . .                               | 100                     | 3 295 458         | 28 109                   | 7 285                           | 1 722   | 95 474                       | 22 606   | 23 615   |
| 4211102         | Bus & recreational vehicle whsle . . . . .                            | 10                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211103         | Light truck & van (14,000 lb or less) whsle . . . . .                 | 5                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211104         | Medium truck & tractor (14,001 lb to 26,000 lb) whsle . . . . .       | 9                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211105         | Heavy truck & tractor (over 26,000 lb) whsle . . . . .                | 50                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 42112           | Motor vehicle supplies & new parts whsle . . . . .                    | 223                     | 665 296           | 50 050                   | 12 218                          | 2 045   | 106 106                      | 126 504  | 122 987  |
| 421120          | Motor vehicle supplies & new parts whsle . . . . .                    | 223                     | 665 296           | 50 050                   | 12 218                          | 2 045   | 106 106                      | 126 504  | 122 987  |
| 4211201         | Motor vehicle supplies & new parts—warehouse distributors . . . . .   | 91                      | 283 946           | 20 218                   | 4 911                           | 849   | 42 877                       | 38 426   | 40 911   |
| 4211202         | Motor vehicle supplies & new parts—jobbers . . . . .                  | 115                     | 364 125           | 26 535                   | 6 038                           | 1 026   | 57 823                       | 86 099   | 80 416   |
| 4211203         | Petroleum products marketing equipment whsle . . . . .                | 17                      | 17 225            | 3 297                    | 1 269                           | 170   | 5 406                        | 1 979  | 1 660  |
| 42113           | Tire & tube whsle . . . . .   | 42                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 421130          | Tire & tube whsle . . . . .   | 42                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 42114           | Motor vehicle parts, (used) whsle . . . . .                           | 176                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 421140          | Motor vehicle parts, (used) whsle . . . . .                           | 176                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4212            | Furniture & home furnishings whsle . . . . .                          | 300                     | D                 | D                        | D                               | h   | D                            | D  | D  |
| 42121           | Furniture whsle . . . . .   | 160                     | 540 161           | 43 434                   | 10 346                          | 1 223   | 81 336                       | 26 777   | 28 610   |
| 421210          | Furniture whsle . . . . .   | 160                     | 540 161           | 43 434                   | 10 346                          | 1 223   | 81 336                       | 26 777   | 28 610   |
| 4212101         | Household & lawn furniture whsle . . . . .                            | 68                      | 141 279           | 11 311                   | 2 543                           | 356   | 25 334                       | 11 330   | 12 675   |
| 4212102         | Office & business furniture whsle . . . . .                           | 92                      | 398 882           | 32 123                   | 7 803                           | 867   | 56 002                       | 15 447   | 15 935   |
| 42122           | Home furnishings whsle . . . . .                                      | 140                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 421220          | Home furnishings whsle . . . . .                                      | 140                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4212201         | Household china, glassware, & crockery whsle . . . . .                | 25                      | 49 141            | 6 259                    | 1 686                           | 172   | 12 275                       | 12 517   | 12 959   |
| 4212202         | Linens, domestics, draperies, & curtains whsle . . . . .              | 26                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4212203         | Floor coverings whsle . . . . .                                       | 53                      | 173 471           | 16 508                   | 3 617                           | 467   | 37 072                       | 18 526   | 19 663   |
| 4212204         | Other home furnishings whsle . . . . .                                | 36                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4213            | Lumber & other construction materials whsle . . . . .                 | 293                     | 2 004 486         | 129 698                  | 29 493                          | 3 732   | 259 430                      | 127 530  | 129 759  |
| 42131           | Lumber, plywood, millwork, & wood panel whsle . . . . .               | 155                     | 1 406 192         | 85 166                   | 19 392                          | 2 432   | 171 798                      | 88 793   | 88 605   |
| 421310          | Lumber, plywood, millwork, & wood panel whsle . . . . .               | 155                     | 1 406 192         | 85 166                   | 19 392                          | 2 432   | 171 798                      | 88 793   | 88 605   |
| 4213101         | Lumber without yard whsle . . . . .                                   | 38                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4213102         | Lumber with yard whsle . . . . .                                      | 39                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4213103         | Plywood, veneer, millwork, & wood panel whsle . . . . .               | 78                      | 707 875           | 45 733                   | 10 334                          | 1 279   | 100 533                      | 46 407   | 44 506   |
| 42132           | Brick, stone, & related construction materials whsle . . . . .        | 46                      | 214 405           | 12 278                   | 2 722                           | 365   | 23 449                       | 12 432   | 13 452   |
| 421320          | Brick, stone, & related construction materials whsle . . . . .        | 46                      | 214 405           | 12 278                   | 2 722                           | 365   | 23 449                       | 12 432   | 13 452   |
| 4213201         | Brick, block, tile, clay/cement sewer pipe whsle . . . . .            | 16                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4213202         | Sand, gravel, & stone whsle . . . . .                                 | 18                      | 46 537            | 4 909                    | 1 183                           | 147   | 9 663                        | 6 876  | 7 328  |
| 4213203         | Cement, lime, & related products whsle . . . . .                      | 12                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42133           | Roofing, siding, & insulation material whsle . . . . .                | 39                      | 207 129           | 13 052                   | 2 937                           | 380   | 26 651                       | 13 504   | 14 192   |
| 421330          | Roofing, siding, & insulation material whsle . . . . .                | 39                      | 207 129           | 13 052                   | 2 937                           | 380   | 26 651                       | 13 504   | 14 192   |
| 4213301         | Roofing, siding, & insulation material whsle . . . . .                | 39                      | 207 129           | 13 052                   | 2 937                           | 380   | 26 651                       | 13 504   | 14 192   |

**Table 1. Summary Statistics for the State: 1997—Con.**

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

| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>42</b>  | <b>VIRGINIA—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4213       | Lumber & other construction materials whsle—Con.                            |                         |                 |                          |                                 |   |                              |  |  |
| 42139      | Other construction materials whsle . . .                                    | 53                      | 176 760         | 19 202                   | 4 442                           | 555   | 37 532                       | 12 801   | 13 510   |
| 421390     | Other construction materials whsle . . . . .                                | 53                      | 176 760         | 19 202                   | 4 442                           | 555   | 37 532                       | 12 801   | 13 510   |
| 4213901    | Flat glass & other construction glass whsle . . . . .                       | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213902    | Other construction materials whsle . . . . .                                | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 1 021                   | 7 887 526       | 821 772                  | 210 711                         | 16 711  | 1 480 633                    | 355 097  | 371 860  |
| 42141      | Photographic equipment & supplies whsle . . . . .                           | 19                      | 62 901          | 5 296                    | 1 227                           | 132   | 10 053                       | 4 860  | 5 622  |
| 421410     | Photographic equipment & supplies whsle . . . . .                           | 19                      | 62 901          | 5 296                    | 1 227                           | 132   | 10 053                       | 4 860  | 5 622  |
| 42142      | Office equipment whsle . . . . .  | 185                     | 929 318         | 172 842                  | 46 311                          | 4 048   | 297 997                      | 57 955   | 58 087   |
| 421420     | Office equipment whsle . . . . .  | 185                     | 929 318         | 172 842                  | 46 311                          | 4 048   | 297 997                      | 57 955   | 58 087   |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 453                     | 5 834 813       | 515 588                  | 132 568                         | 9 213   | 934 643                      | 195 906  | 198 811  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 453                     | 5 834 813       | 515 588                  | 132 568                         | 9 213   | 934 643                      | 195 906  | 198 811  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | 371                     | 5 408 983       | 417 370                  | 102 183                         | 7 753   | 752 774                      | 190 560  | 193 727  |
| 42143011   | Computers & peripheral equipment for resale . . . . .                       | 105                     | 1 510 450       | 67 383                   | 13 405                          | 1 161   | 163 949                      | 54 197   | 55 429   |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | 266                     | 3 898 533       | 349 987                  | 88 778                          | 6 592   | 588 825                      | 136 363  | 138 298  |
| 4214302    | Computer software (packaged) whsle . . . . .                                | 82                      | 425 830         | 98 218                   | 30 385                          | 1 460   | 181 869                      | 5 346  | 5 084  |
| 42144      | Other commercial equipment whsle . . . . .                                  | 98                      | 135 888         | 20 835                   | 4 960                           | 750   | 37 333                       | 10 962   | 13 728   |
| 421440     | Other commercial equipment whsle . . . . .                                  | 98                      | 135 888         | 20 835                   | 4 960                           | 750   | 37 333                       | 10 962   | 13 728   |
| 4214401    | Restaurant & hotel equipment & supplies whsle . . . . .                     | 59                      | 73 292          | 8 176                    | 1 743                           | 317   | 14 614                       | 5 427  | 6 492  |
| 4214402    | Store machines & equipment whsle . . . . .                                  | 39                      | 62 596          | 12 659                   | 3 217                           | 433   | 22 719                       | 5 535  | 7 236  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 163                     | 635 852         | 61 342                   | 14 200                          | 1 255   | 108 444                      | 49 357   | 48 901   |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 163                     | 635 852         | 61 342                   | 14 200                          | 1 255   | 108 444                      | 49 357   | 48 901   |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | 150                     | 595 987         | 56 362                   | 13 053                          | 1 136   | 98 203                       | 47 352   | 46 706   |
| 4214502    | Dental equipment & supplies whsle . . . . .                                 | 13                      | 39 865          | 4 980                    | 1 147                           | 119   | 10 241                       | 2 005  | 2 195  |
| 42146      | Ophthalmic goods whsle . . . . .  | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421460     | Ophthalmic goods whsle . . . . .  | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42149      | Other professional equipment & supplies whsle . . . . .                     | 71                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421490     | Other professional equipment & supplies whsle . . . . .                     | 71                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214902    | Other professional equipment & supplies whsle . . . . .                     | 65                      | 152 935         | 17 307                   | 4 581                           | 538   | 30 510                       | 10 243   | 15 410   |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 174                     | 2 404 648       | 104 417                  | 25 111                          | 2 450   | 192 264                      | 124 601  | 125 358  |
| 42151      | Metal service centers & offices . . . . .                                   | 137                     | 1 096 215       | 91 876                   | 22 160                          | 2 237   | 164 331                      | 104 214  | 99 020   |
| 421510     | Metal service centers & offices . . . . .                                   | 137                     | 1 096 215       | 91 876                   | 22 160                          | 2 237   | 164 331                      | 104 214  | 99 020   |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | 114                     | 661 447         | 51 827                   | 12 496                          | 1 626   | 98 269                       | 62 016   | 67 891   |
| 42151011   | Ferrous metal service centers . . . . .                                     | 81                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42151012   | Ferrous metal sales offices . . . . .                                       | 33                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215102    | Nonferrous metal service centers & sales offices . . . . .                  | 23                      | 434 768         | 40 049                   | 9 664                           | 611   | 66 062                       | 42 198   | 31 129   |
| 42151021   | Nonferrous metal service centers . . . . .                                  | 16                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | 37                      | 1 308 433       | 12 541                   | 2 951                           | 213   | 27 933                       | 20 387   | 26 338   |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | 37                      | 1 308 433       | 12 541                   | 2 951                           | 213   | 27 933                       | 20 387   | 26 338   |
| 4215201    | Coal whsle . . . . .  | 34                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .  | 699                     | 4 684 865       | 427 032                  | 105 124                         | 8 849   | 720 748                      | 238 140  | 250 205  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 250                     | 1 115 814       | 112 312                  | 26 901                          | 2 731   | 178 997                      | 130 169  | 135 275  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 250                     | 1 115 814       | 112 312                  | 26 901                          | 2 731   | 178 997                      | 130 169  | 135 275  |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | 66                      | 611 959         | 41 397                   | 10 098                          | 1 096   | 78 762                       | 25 767   | 26 414   |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | 66                      | 611 959         | 41 397                   | 10 098                          | 1 096   | 78 762                       | 25 767   | 26 414   |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 383                     | 2 957 092       | 273 323                  | 68 125                          | 5 022   | 462 989                      | 82 204   | 88 516   |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 383                     | 2 957 092       | 273 323                  | 68 125                          | 5 022   | 462 989                      | 82 204   | 88 516   |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | 248                     | 2 057 017       | 226 803                  | 56 459                          | 4 027   | 373 556                      | 60 164   | 63 918   |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | 135                     | 900 075         | 46 520                   | 11 666                          | 995   | 89 433                       | 22 040   | 24 598   |

**Table 1. Summary Statistics for the State: 1997—Con.**

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

| NAICS code | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>VIRGINIA—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....        | 450                     | 1 463 843       | 136 024                  | 32 725                          | 4 253   | 264 071                      | 192 663  | 191 346  |
| 42171      | Hardware whsle .....   | 183                     | 427 570         | 49 075                   | 12 209                          | 1 916   | 95 603                       | 69 243   | 72 241   |
| 421710     | Hardware whsle .....   | 183                     | 427 570         | 49 075                   | 12 209                          | 1 916   | 95 603                       | 69 243   | 72 241   |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle .....        | 101                     | 454 218         | 28 404                   | 6 995                           | 941   | 54 431                       | 43 024   | 39 705   |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle .....        | 101                     | 454 218         | 28 404                   | 6 995                           | 941   | 54 431                       | 43 024   | 39 705   |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....   | 141                     | 533 211         | 52 658                   | 12 217                          | 1 209   | 101 976                      | 73 208   | 71 368   |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle .....   | 141                     | 533 211         | 52 658                   | 12 217                          | 1 209   | 101 976                      | 73 208   | 71 368   |
| 42174      | Refrigeration equipment & supplies whsle .....                         | 25                      | 48 844          | 5 887                    | 1 304                           | 187   | 12 061                       | 7 188  | 8 032  |
| 421740     | Refrigeration equipment & supplies whsle .....                         | 25                      | 48 844          | 5 887                    | 1 304                           | 187   | 12 061                       | 7 188  | 8 032  |
| 4218       | Machinery, equipment, & supplies whsle .....                           | 1 329                   | 4 453 466       | 444 489                  | 103 393                         | 12 508  | 807 297                      | 635 053  | 695 909  |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle ..... | 193                     | 1 057 731       | 94 185                   | 22 410                          | 2 535   | 169 438                      | 261 949  | 276 262  |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle ..... | 193                     | 1 057 731       | 94 185                   | 22 410                          | 2 535   | 169 438                      | 261 949  | 276 262  |
| 42182      | Farm & garden machinery & equipment whsle .....                        | 167                     | 673 649         | 44 749                   | 10 300                          | 1 692   | 80 955                       | 109 725  | 119 942  |
| 421820     | Farm & garden machinery & equipment whsle .....                        | 167                     | 673 649         | 44 749                   | 10 300                          | 1 692   | 80 955                       | 109 725  | 119 942  |
| 4218201    | Farm machinery & equipment—farm dealers .....                          | 125                     | 273 812         | 26 777                   | 6 326                           | 1 110   | 46 620                       | 78 630   | 84 425   |
| 4218202    | Farm machinery & equipment—whsle distributors .....                    | 33                      | 367 573         | 14 063                   | 3 131                           | 452   | 27 024                       | 24 583   | 27 609   |
| 4218203    | Lawn & garden machinery & equipment whsle .....                        | 9                       | 32 264          | 3 909                    | 843                             | 130   | 7 311                        | 6 512  | 7 908  |
| 42183      | Industrial machinery & equipment whsle .....                           | 475                     | 1 324 857       | 164 650                  | 38 887                          | 4 340   | 293 313                      | 125 958  | 136 201  |
| 421830     | Industrial machinery & equipment whsle .....                           | 475                     | 1 324 857       | 164 650                  | 38 887                          | 4 340   | 293 313                      | 125 958  | 136 201  |
| 4218301    | Food-processing machinery & equipment whsle .....                      | 19                      | 25 588          | 4 680                    | 1 053                           | 139   | 8 090                        | 3 151  | 3 460  |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....  | 58                      | 109 497         | 15 871                   | 3 788                           | 439   | 25 600                       | 8 354  | 8 851  |
| 42183021   | Hydraulic & pneumatic pumps & motors whsle .....                       | 27                      | 60 303          | 8 839                    | 2 048                           | 249   | 13 832                       | 3 964  | 4 433  |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle .....       | 31                      | 49 194          | 7 032                    | 1 740                           | 190   | 11 768                       | 4 390  | 4 418  |
| 4218303    | General-purpose industrial machinery & equipment whsle .....           | 179                     | 526 468         | 63 669                   | 14 918                          | 1 709   | 111 048                      | 62 842   | 69 153   |
| 4218304    | Metalworking machinery & equipment whsle .....                         | 28                      | 61 270          | 6 873                    | 1 449                           | 194   | 13 632                       | 4 606  | 5 059  |
| 4218305    | Materials handling equipment whsle .....                               | 76                      | 247 060         | 30 588                   | 7 440                           | 886   | 51 326                       | 19 969   | 21 251   |
| 4218306    | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle .....  | 11                      | 13 762          | 1 035                    | 204                             | 37  | 1 871                        | 1 116  | 3 273  |
| 4218307    | Other industrial machinery & equipment whsle .....                     | 104                     | 341 212         | 41 934                   | 10 035                          | 936   | 81 746                       | 25 920   | 25 154   |
| 42184      | Industrial supplies whsle .....  | 271                     | 672 451         | 75 073                   | 17 448                          | 2 085   | 139 364                      | 66 283   | 75 793   |
| 421840     | Industrial supplies whsle .....  | 271                     | 672 451         | 75 073                   | 17 448                          | 2 085   | 139 364                      | 66 283   | 75 793   |
| 4218401    | General-line industrial supplies whsle .....                           | 54                      | 98 823          | 11 968                   | 2 872                           | 376   | 21 769                       | 9 477  | 10 010   |
| 4218402    | Mechanical power transmission supplies whsle .....                     | 47                      | 170 024         | 12 137                   | 3 131                           | 347   | 23 813                       | 15 763   | 23 839   |
| 4218403    | Welding supplies whsle .....   | 55                      | 87 083          | 13 645                   | 3 005                           | 373   | 26 406                       | 14 559   | 14 412   |
| 4218404    | Industrial containers & supplies whsle .....                           | 20                      | 85 504          | 8 356                    | 1 862                           | 216   | 13 987                       | 3 322  | 3 364  |
| 4218405    | Industrial valves & fittings (except fluid-power) whsle .....          | 28                      | 82 923          | 11 414                   | 2 596                           | 251   | 21 027                       | 9 650  | 9 463  |
| 4218406    | Other industrial supplies whsle .....                                  | 67                      | 148 094         | 17 553                   | 3 982                           | 522   | 32 362                       | 13 512   | 14 705   |
| 42185      | Service establishment equipment & supplies whsle .....                 | 139                     | 178 742         | 26 953                   | 5 982                           | 1 026   | 48 803                       | 14 827   | 15 843   |
| 421850     | Service establishment equipment & supplies whsle .....                 | 139                     | 178 742         | 26 953                   | 5 982                           | 1 026   | 48 803                       | 14 827   | 15 843   |
| 4218501    | Beauty & barber shop equipment & supplies whsle .....                  | 21                      | 19 020          | 3 714                    | 947                             | 180   | 6 850                        | 4 065  | 3 680  |
| 4218502    | Custodial, janitors' equipment & supplies whsle .....                  | 39                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218503    | Laundry & dry-cleaning equipment & supplies whsle .....                | 20                      | 29 355          | 3 594                    | 847                             | 104   | 7 106                        | 2 190  | 2 242  |
| 4218504    | Other service establishment equipment & supplies whsle .....           | 59                      | D               | D                        | D                               | e   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>VIRGINIA—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4218       | Machinery, equipment, & supplies whsle—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 84                      | 546 036         | 38 879                   | 8 366                           | 830   | 75 424                       | 56 311   | 71 868   |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 84                      | 546 036         | 38 879                   | 8 366                           | 830   | 75 424                       | 56 311   | 71 868   |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle . . . . .                | 43                      | 434 292         | 29 827                   | 6 532                           | 512   | 60 116                       | 45 216   | 60 335   |
| 4218602    | Marine machinery, equipment, & supplies whsle . . . . .                     | 26                      | 80 874          | 6 957                    | 1 359                           | 231   | 11 237                       | 9 423  | 9 737  |
| 4218603    | Other transportation equipment & supplies whsle . . . . .                   | 15                      | 30 870          | 2 095                    | 475                             | 87  | 4 071                        | 1 672  | 1 796  |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | 514                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42191      | Sporting & recreational goods & supplies whsle . . . . .                    | 97                      | 385 650         | 26 529                   | 6 419                           | 803   | 59 482                       | 81 715   | 77 377   |
| 421910     | Sporting & recreational goods & supplies whsle . . . . .                    | 97                      | 385 650         | 26 529                   | 6 419                           | 803   | 59 482                       | 81 715   | 77 377   |
| 42192      | Toy & hobby goods & supplies whsle . . . . .                                | 43                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421920     | Toy & hobby goods & supplies whsle . . . . .                                | 43                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42193      | Recyclable material whsle . . . . .   | 125                     | 426 765         | 47 070                   | 11 613                          | 1 769   | 109 099                      | 16 336   | 18 292   |
| 421930     | Recyclable material whsle . . . . .   | 125                     | 426 765         | 47 070                   | 11 613                          | 1 769   | 109 099                      | 16 336   | 18 292   |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                           | 57                      | 209 267         | 20 135                   | 4 573                           | 719   | 50 442                       | 8 683  | 9 377  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | 40                      | 194 979         | 18 719                   | 4 197                           | 644   | 46 911                       | 7 676  | 8 370  |
| 42193012   | Iron & steel scrap processors (not using power processing equip) . . . . .  | 17                      | 14 288          | 1 416                    | 376                             | 75  | 3 531                        | 1 007  | 1 007  |
| 4219302    | Recyclable paper & paperboard whsle . . . . .                               | 23                      | 77 272          | 10 860                   | 2 986                           | 468   | 24 214                       | 1 107  | 1 165  |
| 4219303    | Other recyclable material whsle . . . . .                                   | 45                      | 140 226         | 16 075                   | 4 054                           | 582   | 34 443                       | 6 546  | 7 750  |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | 69                      | 70 910          | 5 524                    | 1 240                           | 205   | 13 120                       | 7 940  | 8 086  |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | 69                      | 70 910          | 5 524                    | 1 240                           | 205   | 13 120                       | 7 940  | 8 086  |
| 4219401    | Jewelry, watch, diamonds, precious stone, & silverware whsle . . . . .      | 61                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219402    | Precious metal (excluding ores) whsle . . . . .                             | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | 180                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | 180                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4219901    | Musical instruments & supplies whsle . . . . .                              | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219902    | Forest products (except lumber) whsle . . . . .                             | 39                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219903    | General merchandise (durable goods) whsle . . . . .                         | 42                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219904    | Prerecorded media whsle . . . . .   | 34                      | 149 430         | 9 743                    | 3 198                           | 413   | 23 699                       | 9 728  | 10 236   |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle . . . . . | 26                      | 108 286         | 8 197                    | 2 827                           | 353   | 19 922                       | 9 506  | 10 025   |
| 42199042   | Prerecorded video tapes whsle . . . . .                                     | 8                       | 41 144          | 1 546                    | 371                             | 60  | 3 777                        | 222  | 211  |
| 4219905    | Fire extinguishers & fire safety equipment whsle . . . . .                  | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219906    | Other durable goods whsle . . . . .   | 43                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | 2 473                   | 28 097 285      | 1 319 252                | 312 999                         | 43 069  | 2 683 884                    | 1 423 209                                      | 1 618 551                                      |
| 4221       | Paper & paper product whsle . . . . .                                       | 270                     | 1 368 790       | 115 570                  | 27 243                          | 3 183   | 260 518                      | 80 420   | 114 560  |
| 42211      | Printing & writing paper whsle . . . . .                                    | 39                      | 352 783         | 16 905                   | 4 120                           | 388   | 31 410                       | 20 096   | 19 289   |
| 422110     | Printing & writing paper whsle . . . . .                                    | 39                      | 352 783         | 16 905                   | 4 120                           | 388   | 31 410                       | 20 096   | 19 289   |
| 42212      | Stationery & office supplies whsle . . . . .                                | 170                     | 495 228         | 62 764                   | 14 542                          | 1 787   | 119 959                      | 36 328   | 38 481   |
| 422120     | Stationery & office supplies whsle . . . . .                                | 170                     | 495 228         | 62 764                   | 14 542                          | 1 787   | 119 959                      | 36 328   | 38 481   |
| 42213      | Industrial & personal service paper whsle . . . . .                         | 61                      | 520 779         | 35 901                   | 8 581                           | 1 008   | 109 149                      | 23 996   | 56 790   |
| 422130     | Industrial & personal service paper whsle . . . . .                         | 61                      | 520 779         | 35 901                   | 8 581                           | 1 008   | 109 149                      | 23 996   | 56 790   |
| 4222       | Drugs, & druggists' sundries whsle . . . . .                                | 96                      | 1 910 530       | 52 333                   | 13 638                          | 1 770   | 119 789                      | 176 366  | 206 591  |
| 42221      | Drugs, & druggists' sundries whsle . . . . .                                | 96                      | 1 910 530       | 52 333                   | 13 638                          | 1 770   | 119 789                      | 176 366  | 206 591  |
| 422210     | Drugs, & druggists' sundries whsle . . . . .                                | 96                      | 1 910 530       | 52 333                   | 13 638                          | 1 770   | 119 789                      | 176 366  | 206 591  |
| 4222101    | General-line drugs whsle . . . . .  | 41                      | 1 348 431       | 25 756                   | 6 151                           | 1 005   | 72 725                       | 163 897  | 197 439  |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 55                      | 562 099         | 26 577                   | 7 487                           | 765   | 47 064                       | 12 469   | 9 152  |

**Table 1. Summary Statistics for the State: 1997—Con.**

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

| NAICS code           | Geographic area, type of operation, and kind of business     | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VIRGINIA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>            | <b>Wholesale trade—Con.</b>                                  |                         |                 |                          |                                 |   |                              |  |  |
| 422                  | Wholesale trade, nondurable goods—Con.                       |                         |                 |                          |                                 |   |                              |  |  |
| 4223                 | Apparel, piece goods, & notions whsle.                       | 182                     | 660 072         | 54 937                   | 11 743                          | 1 907   | 114 161                      | 59 681   | 66 663   |
| 42231                | Piece goods, notions, & other dry goods whsle                | 29                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422310               | Piece goods, notions, & other dry goods whsle                | 29                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4223101              | Piece goods—jobbers  | 24                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223102              | Notions & other dry goods whsle                              | 5                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42232                | Men's & boys' clothing & furnishings whsle                   | 87                      | 341 479         | 29 378                   | 6 821                           | 1 096   | 61 437                       | 31 838   | 35 508   |
| 422320               | Men's & boys' clothing & furnishings whsle                   | 87                      | 341 479         | 29 378                   | 6 821                           | 1 096   | 61 437                       | 31 838   | 35 508   |
| 42233                | Women's, children's, & infants' clothing & accessories whsle | 56                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422330               | Women's, children's, & infants' clothing & accessories whsle | 56                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42234                | Footwear whsle   | 10                      | 161 277         | 12 779                   | 2 223                           | 166   | 22 718                       | 8 578  | 7 832  |
| 422340               | Footwear whsle   | 10                      | 161 277         | 12 779                   | 2 223                           | 166   | 22 718                       | 8 578  | 7 832  |
| 4224                 | Grocery & related products whsle                             | 711                     | 11 934 667      | 532 567                  | 123 187                         | 18 955  | 1 039 752                    | 441 913  | 456 627  |
| 42241                | General-line grocery whsle                                   | 84                      | 3 668 871       | 159 939                  | 37 526                          | 4 994   | 268 471                      | 193 090  | 195 285  |
| 422410               | General-line grocery whsle                                   | 84                      | 3 668 871       | 159 939                  | 37 526                          | 4 994   | 268 471                      | 193 090  | 195 285  |
| 4224102              | General-line grocery whsle, retail cooperative               | 7                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224103              | Other general-line grocery whsle                             | 72                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 42242                | Packaged frozen food whsle                                   | 76                      | 2 065 088       | 55 763                   | 12 544                          | 1 612   | 103 178                      | 59 276   | 74 785   |
| 422420               | Packaged frozen food whsle                                   | 76                      | 2 065 088       | 55 763                   | 12 544                          | 1 612   | 103 178                      | 59 276   | 74 785   |
| 42243                | Dairy products, (except dried or canned) whsle               | 38                      | 544 574         | 17 970                   | 4 235                           | 694   | 51 491                       | 22 936   | 21 294   |
| 422430               | Dairy products, (except dried or canned) whsle               | 38                      | 544 574         | 17 970                   | 4 235                           | 694   | 51 491                       | 22 936   | 21 294   |
| 4224301              | Raw milk whsle   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224302              | Dairy product (except raw milk) whsle                        | 36                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42244                | Poultry & poultry product whsle                              | 15                      | 616 448         | 10 275                   | 2 407                           | 398   | 63 951                       | 18 883   | 14 777   |
| 422440               | Poultry & poultry product whsle                              | 15                      | 616 448         | 10 275                   | 2 407                           | 398   | 63 951                       | 18 883   | 14 777   |
| 4224402              | Poultry & poultry product (except live) whsle                | 14                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42245                | Confectionery whsle  | 44                      | 600 487         | 35 140                   | 8 010                           | 1 301   | 66 332                       | 13 086   | 16 894   |
| 422450               | Confectionery whsle  | 44                      | 600 487         | 35 140                   | 8 010                           | 1 301   | 66 332                       | 13 086   | 16 894   |
| 42246                | Fish & seafood whsle   | 100                     | 170 207         | 18 850                   | 3 761                           | 1 087   | 36 041                       | 7 258  | 6 001  |
| 422460               | Fish & seafood whsle   | 100                     | 170 207         | 18 850                   | 3 761                           | 1 087   | 36 041                       | 7 258  | 6 001  |
| 42247                | Meat & meat product whsle                                    | 52                      | 332 668         | 12 207                   | 2 871                           | 496   | 23 840                       | 4 001  | 4 364  |
| 422470               | Meat & meat product whsle                                    | 52                      | 332 668         | 12 207                   | 2 871                           | 496   | 23 840                       | 4 001  | 4 364  |
| 42248                | Fresh fruit & vegetable whsle                                | 68                      | 249 970         | 26 920                   | 5 643                           | 997   | 53 446                       | 3 164  | 3 372  |
| 422480               | Fresh fruit & vegetable whsle                                | 68                      | 249 970         | 26 920                   | 5 643                           | 997   | 53 446                       | 3 164  | 3 372  |
| 42249                | Other grocery & related products whsle                       | 234                     | 3 686 354       | 195 503                  | 46 190                          | 7 376   | 373 002                      | 120 219  | 119 855  |
| 422490               | Other grocery & related products whsle                       | 234                     | 3 686 354       | 195 503                  | 46 190                          | 7 376   | 373 002                      | 120 219  | 119 855  |
| 4224901              | Coffee, tea, & spice whsle                                   | 34                      | 201 188         | 11 633                   | 2 683                           | 424   | 20 257                       | 20 073   | 17 202   |
| 4224902              | Bread & baked goods whsle                                    | 60                      | 204 443         | 20 074                   | 5 166                           | 850   | 37 926                       | 4 629  | 5 016  |
| 4224903              | Soft drinks whsle  | 69                      | 810 620         | 84 816                   | 19 265                          | 2 818   | 170 478                      | 15 576   | 14 851   |
| 4224904              | Canned goods whsle   | 16                      | 1 508 054       | 38 190                   | 8 483                           | 1 011   | 71 124                       | 62 275   | 64 810   |
| 4224905              | Food & beverage basic materials whsle                        | 4                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224906              | Other grocery specialties whsle                              | 51                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4225                 | Farm-product raw material whsle                              | 127                     | 1 754 977       | 43 243                   | 9 803                           | 1 488   | 98 810                       | 112 616  | 197 945  |
| 42251                | Grain & field bean whsle                                     | 29                      | 291 823         | 7 579                    | 1 711                           | 249   | 18 512                       | 26 528   | 23 386   |
| 422510               | Grain & field bean whsle                                     | 29                      | 291 823         | 7 579                    | 1 711                           | 249   | 18 512                       | 26 528   | 23 386   |
| 42252                | Livestock whsle  | 38                      | 302 597         | 3 889                    | 776                             | 426   | 8 009                        | 688  | 621  |
| 422520               | Livestock whsle  | 38                      | 302 597         | 3 889                    | 776                             | 426   | 8 009                        | 688  | 621  |
| 42259                | Other farm product raw material whsle                        | 60                      | 1 160 557       | 31 775                   | 7 316                           | 813   | 72 289                       | 85 400   | 173 938  |
| 422590               | Other farm product raw material whsle                        | 60                      | 1 160 557       | 31 775                   | 7 316                           | 813   | 72 289                       | 85 400   | 173 938  |
| 4225902              | Leaf tobacco whsle   | 36                      | 921 880         | 26 944                   | 6 361                           | 639   | 62 530                       | 77 603   | 165 320  |
| 4225905              | Other farm-product raw material whsle                        | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226                 | Chemical & allied products whsle                             | 235                     | 1 254 842       | 114 969                  | 29 666                          | 2 879   | 217 874                      | 113 833  | 146 460  |
| 42261                | Plastics materials & basic forms & shapes whsle              | 47                      | 140 303         | 9 998                    | 2 409                           | 303   | 20 871                       | 8 847  | 10 258   |
| 422610               | Plastics materials & basic forms & shapes whsle              | 47                      | 140 303         | 9 998                    | 2 409                           | 303   | 20 871                       | 8 847  | 10 258   |
| 42269                | Other chemical & allied products whsle                       | 188                     | 1 114 539       | 104 971                  | 27 257                          | 2 576   | 197 003                      | 104 986  | 136 202  |
| 422690               | Other chemical & allied products whsle                       | 188                     | 1 114 539       | 104 971                  | 27 257                          | 2 576   | 197 003                      | 104 986  | 136 202  |
| 4226901              | Industrial gases (except LP) whsle                           | 17                      | 35 552          | 5 436                    | 1 345                           | 148   | 10 622                       | 2 760  | 3 142  |
| 4226902              | Other chemical & allied products whsle                       | 171                     | 1 078 987       | 99 535                   | 25 912                          | 2 428   | 186 381                      | 102 226  | 133 060  |



**Table 1. Summary Statistics for the State: 1997—Con.**

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

| NAICS code           | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000)   | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------|--|-------------------------|-------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VIRGINIA—Con.</b> |  |                         |                   |                          |                                 |   |                              |  |  |
| <b>42</b>            | <b>Wholesale trade—Con.</b>  |                         |                   |                          |                                 |   |                              |  |  |
| 422                  | Wholesale trade, nondurable goods—Con.                                 |                         |                   |                          |                                 |   |                              |  |  |
| 4227                 | Petroleum & petroleum products   |                         |                   |                          |                                 |   |                              |  |  |
|                      | whsle .....  | 222                     | 5 186 055         | 155 259                  | 41 087                          | 4 173   | 335 816                      | 199 735  | 202 685  |
| 42271                | Petroleum bulk stations & terminals .                                  | 157                     | 4 027 760         | 83 807                   | 20 975                          | 2 926   | 210 274                      | 181 542  | 183 321  |
| 422710               | Petroleum bulk stations & terminals .....                              | 157                     | 4 027 760         | 83 807                   | 20 975                          | 2 926   | 210 274                      | 181 542  | 183 321  |
| 4227101              | Petroleum bulk stations & terminals (except LP) .....                  | 151                     | 3 995 396         | 81 272                   | 20 331                          | 2 856   | 205 114                      | 181 198  | 182 964  |
| 42271011             | Petroleum bulk stations (except LP) .....                              | 115                     | 992 989           | 52 324                   | 12 594                          | 2 095   | 125 470                      | 31 092   | 30 011   |
| 42271012             | Petroleum bulk terminals (except LP) .....                             | 36                      | 3 002 407         | 28 948                   | 7 737                           | 761   | 79 644                       | 150 106  | 152 953  |
| 4227102              | Liquefied petroleum bulk stations & terminals .....                    | 6                       | 32 364            | 2 535                    | 644                             | 70  | 5 160                        | 344  | 357  |
| 42272                | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 65                      | 1 158 295         | 71 452                   | 20 112                          | 1 247   | 125 542                      | 18 193   | 19 364   |
| 422720               | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ...   | 65                      | 1 158 295         | 71 452                   | 20 112                          | 1 247   | 125 542                      | 18 193   | 19 364   |
| 4228                 | Beer, wine, & distilled alcoholic beverage whsle .....                 | 112                     | 1 355 513         | 123 674                  | 27 363                          | 3 747   | 231 274                      | 82 231   | 77 961   |
| 42281                | Beer & ale whsle .....   | 65                      | D                 | D                        | D                               | h   | D                            | D  | D  |
| 422810               | Beer & ale whsle .....   | 65                      | D                 | D                        | D                               | h   | D                            | D  | D  |
| 42282                | Wine & distilled alcoholic beverage whsle .....                        | 47                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 422820               | Wine & distilled alcoholic beverage whsle .....                        | 47                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4228201              | Wine & distilled alcoholic bev (licensed operation) whsle ....         | 47                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4229                 | Miscellaneous nondurable goods whsle .....                             | 518                     | 2 671 839         | 126 700                  | 29 269                          | 4 967   | 265 890                      | 156 414  | 149 059  |
| 42291                | Farm supplies whsle .....  | 106                     | 449 987           | 25 008                   | 5 761                           | 1 009   | 61 572                       | 54 363   | 51 916   |
| 422910               | Farm supplies whsle .....  | 106                     | 449 987           | 25 008                   | 5 761                           | 1 009   | 61 572                       | 54 363   | 51 916   |
| 4229101              | Farm supplies—farm dealers ...   | 56                      | 108 152           | 7 754                    | 1 704                           | 371   | 17 885                       | 12 760   | 12 757   |
| 4229102              | Farm supplies—whsle distributors .....                                 | 50                      | 341 835           | 17 254                   | 4 057                           | 638   | 43 687                       | 41 603   | 39 159   |
| 42292                | Book, periodical, & newspaper whsle .....                              | 85                      | 796 116           | 31 619                   | 7 302                           | 1 140   | 67 219                       | 25 811   | 25 479   |
| 422920               | Book, periodical, & newspaper whsle .....                              | 85                      | 796 116           | 31 619                   | 7 302                           | 1 140   | 67 219                       | 25 811   | 25 479   |
| 42293                | Flower, nursery stock, & florists' supplies whsle .....                | 57                      | 84 518            | 11 234                   | 2 627                           | 564   | 20 943                       | 6 075  | 6 466  |
| 422930               | Flower, nursery stock, & florists' supplies whsle .....                | 57                      | 84 518            | 11 234                   | 2 627                           | 564   | 20 943                       | 6 075  | 6 466  |
| 42294                | Tobacco & tobacco product whsle ...                                    | 35                      | 902 579           | 22 430                   | 5 429                           | 948   | 43 278                       | 32 721   | 26 797   |
| 422940               | Tobacco & tobacco product whsle .                                      | 35                      | 902 579           | 22 430                   | 5 429                           | 948   | 43 278                       | 32 721   | 26 797   |
| 42295                | Paint, varnish, & supplies whsle ....                                  | 33                      | 47 866            | 5 091                    | 1 222                           | 197   | 11 390                       | 6 157  | 6 324  |
| 422950               | Paint, varnish, & supplies whsle ..                                    | 33                      | 47 866            | 5 091                    | 1 222                           | 197   | 11 390                       | 6 157  | 6 324  |
| 4229501              | Paint, varnish, & supplies whsle .....                                 | 33                      | 47 866            | 5 091                    | 1 222                           | 197   | 11 390                       | 6 157  | 6 324  |
| 42299                | Other miscellaneous nondurable goods whsle .....                       | 202                     | 390 773           | 31 318                   | 6 928                           | 1 109   | 61 488                       | 31 287   | 32 077   |
| 422990               | Other miscellaneous nondurable goods whsle .....                       | 202                     | 390 773           | 31 318                   | 6 928                           | 1 109   | 61 488                       | 31 287   | 32 077   |
| 4229901              | Art goods whsle .....  | 67                      | 117 575           | 8 801                    | 2 013                           | 343   | 16 835                       | 3 503  | 5 820  |
| 4229902              | General merchandise (nondurable goods) whsle .....                     | 43                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4229904              | Other nondurable goods whsle .   | 88                      | D                 | D                        | D                               | f   | D                            | D  | D  |
|                      | <b>Merchant wholesalers .....</b>                                      | <b>6 417</b>            | <b>34 446 627</b> | <b>2 668 890</b>         | <b>627 418</b>                  | <b>81 451</b>   | <b>5 221 836</b>             | <b>3 077 085</b>                               | <b>3 329 043</b>                               |
| 421                  | Wholesale trade, durable goods .....                                   | 4 477                   | 18 581 490        | 1 744 755                | 413 564                         | 49 475  | 3 347 115                    | 1 894 904                                      | 1 994 822                                      |
| 4211                 | Motor vehicle & motor vehicle parts & supplies whsle .....             | 571                     | D                 | D                        | D                               | i   | D                            | D  | D  |
| 42111                | Automobile & other motor vehicle whsle .....                           | 153                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 421110               | Automobile & other motor vehicle whsle .....                           | 153                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4211101              | Automobile & motorcycle whsle .  | 87                      | 2 024 890         | 15 859                   | 4 080                           | 598   | 77 020                       | 22 124   | 22 873   |
| 4211102              | Bus & recreational vehicle whsle .....                                 | 9                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211103              | Light truck & van (14,000 lb or less) whsle .....                      | 3                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211104              | Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....            | 9                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211105              | Heavy truck & tractor (over 26,000 lb) whsle .....                     | 45                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 42112                | Motor vehicle supplies & new parts whsle .....                         | 203                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 421120               | Motor vehicle supplies & new parts whsle .....                         | 203                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4211201              | Motor vehicle supplies & new parts—warehouse distributors .            | 83                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4211202              | Motor vehicle supplies & new parts—jobbers .....                       | 103                     | 321 792           | 22 949                   | 5 215                           | 933   | 50 181                       | 77 768   | 72 510   |
| 4211203              | Petroleum products marketing equipment whsle .....                     | 17                      | 17 225            | 3 297                    | 1 269                           | 170   | 5 406                        | 1 979  | 1 660  |
| 42113                | Tire & tube whsle .....  | 39                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 421130               | Tire & tube whsle .....  | 39                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42114                | Motor vehicle parts, (used) whsle ...                                  | 176                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 421140               | Motor vehicle parts, (used) whsle .                                    | 176                     | D                 | D                        | D                               | g   | D                            | D  | D  |

**Table 1. Summary Statistics for the State: 1997—Con.**

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

| NAICS code                          | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|-------------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VIRGINIA—Con.</b>                |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>    |   |                         |                 |                          |                                 |   |                              |  |  |
| Wholesale trade, durable goods—Con. |   |                         |                 |                          |                                 |   |                              |  |  |
| 421                                 | Furniture & home furnishings whsle ...                          | 239                     | 616 077         | 76 184                   | 17 074                          | 2 301   | 149 884                      | 76 932   | 81 727   |
| 4212                                | Furniture whsle .....   | 116                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421210                              | Furniture whsle .....   | 116                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4212101                             | Household & lawn furniture whsle .....                          | 48                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4212102                             | Office & business furniture whsle .....                         | 68                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42122                               | Home furnishings whsle .....                                    | 123                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421220                              | Home furnishings whsle .....                                    | 123                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4212201                             | Household china, glassware, & crockery whsle .....              | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4212202                             | Linens, domestics, draperies, & curtains whsle .....            | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4212203                             | Floor coverings whsle .....                                     | 45                      | 145 848         | 15 583                   | 3 369                           | 449   | 35 207                       | 18 321   | 19 452   |
| 4212204                             | Other home furnishings whsle ..                                 | 32                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213                                | Lumber & other construction materials whsle .....               | 220                     | 1 164 951       | 90 985                   | 20 571                          | 2 755   | 172 960                      | 103 159  | 103 096  |
| 42131                               | Lumber, plywood, millwork, & wood panel whsle .....             | 128                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421310                              | Lumber, plywood, millwork, & wood panel whsle .....             | 128                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4213101                             | Lumber without yard whsle .....                                 | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213102                             | Lumber with yard whsle .....                                    | 38                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4213103                             | Plywood, veneer, millwork, & wood panel whsle .....             | 57                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42132                               | Brick, stone, & related construction materials whsle .....      | 30                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421320                              | Brick, stone, & related construction materials whsle .....      | 30                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213201                             | Brick, block, tile, clay/cement sewer pipe whsle .....          | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213202                             | Sand, gravel, & stone whsle ....                                | 10                      | 18 714          | 3 442                    | 825                             | 92  | 5 724                        | 3 105  | 3 022  |
| 42133                               | Roofing, siding, & insulation material whsle .....              | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421330                              | Roofing, siding, & insulation material whsle .....              | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213301                             | Roofing, siding, & insulation material whsle .....              | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42139                               | Other construction materials whsle ..                           | 40                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421390                              | Other construction materials whsle ..                           | 40                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213901                             | Flat glass & other construction glass whsle .....               | 12                      | 15 747          | 2 594                    | 641                             | 85  | 4 849                        | 2 140  | 2 200  |
| 4213902                             | Other construction materials whsle ..                           | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214                                | Professional & commercial equipment & supplies whsle .....      | 850                     | 4 437 497       | 467 723                  | 115 669                         | 11 289  | 877 333                      | 257 960  | 275 150  |
| 42141                               | Photographic equipment & supplies whsle .....                   | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421410                              | Photographic equipment & supplies whsle .....                   | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42142                               | Office equipment whsle .....                                    | 155                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421420                              | Office equipment whsle .....                                    | 155                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143                               | Computer & computer peripheral equipment & software whsle ..... | 382                     | 3 266 000       | 278 546                  | 70 710                          | 5 640   | 534 212                      | 119 744  | 123 045  |
| 421430                              | Computer & computer peripheral equipment & software whsle ..... | 382                     | 3 266 000       | 278 546                  | 70 710                          | 5 640   | 534 212                      | 119 744  | 123 045  |
| 4214301                             | Computer & peripheral equipment whsle .....                     | 307                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42143011                            | Computers & peripheral equipment for resale .....               | 88                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42143012                            | Computers & peripheral equipment for end use .....              | 219                     | 1 659 395       | 136 642                  | 32 158                          | 3 200   | 238 068                      | 76 496   | 76 553   |
| 4214302                             | Computer software (packaged) whsle .....                        | 75                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42144                               | Other commercial equipment whsle ..                             | 87                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421440                              | Other commercial equipment whsle ..                             | 87                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214401                             | Restaurant & hotel equipment & supplies whsle .....             | 51                      | 57 003          | 7 621                    | 1 622                           | 300   | 13 358                       | 5 427  | 6 492  |
| 4214402                             | Store machines & equipment whsle .....                          | 36                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42145                               | Medical, dental, & hospital equipment & supplies whsle .....    | 122                     | 399 272         | 43 629                   | 10 404                          | 1 052   | 80 741                       | 47 916   | 47 297   |
| 421450                              | Medical, dental, & hospital equipment & supplies whsle .....    | 122                     | 399 272         | 43 629                   | 10 404                          | 1 052   | 80 741                       | 47 916   | 47 297   |
| 4214501                             | Surgical, medical, & hospital supplies whsle .....              | 109                     | 359 407         | 38 649                   | 9 257                           | 933   | 70 500                       | 45 911   | 45 102   |
| 4214502                             | Dental equipment & supplies whsle .....                         | 13                      | 39 865          | 4 980                    | 1 147                           | 119   | 10 241                       | 2 005  | 2 195  |
| 42146                               | Ophthalmic goods whsle .....                                    | 28                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421460                              | Ophthalmic goods whsle .....                                    | 28                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42149                               | Other professional equipment & supplies whsle .....             | 60                      | 146 088         | 18 194                   | 5 278                           | 565   | 32 082                       | 11 278   | 16 647   |
| 421490                              | Other professional equipment & supplies whsle .....             | 60                      | 146 088         | 18 194                   | 5 278                           | 565   | 32 082                       | 11 278   | 16 647   |
| 4214902                             | Other professional equipment & supplies whsle .....             | 55                      | D               | D                        | D                               | f   | D                            | D  | D  |

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|----------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VIRGINIA—Con.</b>             |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 421                              | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4215                             | Metal & mineral (except petroleum) whsle .....                          | 148                     | 1 162 530       | 93 490                   | 22 446                          | 2 218   | 165 888                      | 103 012  | 97 520   |
| 42151                            | Metal service centers & offices .....                                   | 118                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421510                           | Metal service centers & offices .....                                   | 118                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4215101                          | Ferrous metal service centers & sales offices .....                     | 99                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42151011                         | Ferrous metal service centers .....                                     | 75                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42151012                         | Ferrous metal sales offices .....                                       | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215102                          | Nonferrous metal service centers & sales offices .....                  | 19                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42151021                         | Nonferrous metal service centers .....                                  | 16                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42152                            | Coal & other mineral & ore whsle .....                                  | 30                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421520                           | Coal & other mineral & ore whsle .....                                  | 30                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215201                          | Coal whsle .....  | 27                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216                             | Electrical goods whsle .....  | 474                     | 1 860 168       | 234 823                  | 52 776                          | 5 658   | 418 534                      | 200 424  | 212 465  |
| 42161                            | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 152                     | 576 901         | 68 055                   | 16 787                          | 1 863   | 117 189                      | 113 395  | 118 072  |
| 421610                           | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 152                     | 576 901         | 68 055                   | 16 787                          | 1 863   | 117 189                      | 113 395  | 118 072  |
| 42162                            | Electrical appliance, television & radio set whsle .....                | 53                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421620                           | Electrical appliance, television & radio set whsle .....                | 53                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42169                            | Other electronic parts & equipment whsle .....                          | 269                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 421690                           | Other electronic parts & equipment whsle .....                          | 269                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4216901                          | Communications equipment & supplies whsle .....                         | 167                     | 700 805         | 122 708                  | 25 763                          | 2 472   | 215 471                      | 41 524   | 45 547   |
| 4216902                          | Electronic parts (excluding communications equipment) whsle .....       | 102                     | D               | D                        | D                               | f   | D                            | D  | D  |
| 4217                             | Hardware, & plumbing & heating equipment & supplies whsle .....         | 376                     | 1 074 941       | 115 885                  | 27 687                          | 3 847   | 220 441                      | 182 219  | 180 433  |
| 42171                            | Hardware whsle .....  | 167                     | 335 404         | 45 680                   | 11 343                          | 1 841   | 88 856                       | 67 019   | 69 787   |
| 421710                           | Hardware whsle .....  | 167                     | 335 404         | 45 680                   | 11 343                          | 1 841   | 88 856                       | 67 019   | 69 787   |
| 42172                            | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 64                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421720                           | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 64                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42173                            | Warm air heating & air-conditioning equipment & supplies whsle .....    | 122                     | 407 048         | 44 049                   | 10 085                          | 1 081   | 79 505                       | 66 370   | 64 308   |
| 421730                           | Warm air heating & air-conditioning equipment & supplies whsle .....    | 122                     | 407 048         | 44 049                   | 10 085                          | 1 081   | 79 505                       | 66 370   | 64 308   |
| 42174                            | Refrigeration equipment & supplies whsle .....                          | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421740                           | Refrigeration equipment & supplies whsle .....                          | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whsle .....                            | 1 144                   | 3 505 033       | 384 277                  | 89 091                          | 11 030  | 703 930                      | 539 236  | 597 745  |
| 42181                            | Construction & mining (except petroleum) machinery & equip whsle .....  | 173                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421810                           | Construction & mining (except petroleum) machinery & equip whsle .....  | 173                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42182                            | Farm & garden machinery & equipment whsle .....                         | 164                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421820                           | Farm & garden machinery & equipment whsle .....                         | 164                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218201                          | Farm machinery & equipment—farm dealers .....                           | 123                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218202                          | Farm machinery & equipment—whsle distributors .....                     | 33                      | 367 573         | 14 063                   | 3 131                           | 452   | 27 024                       | 24 583   | 27 609   |
| 4218203                          | Lawn & garden machinery & equipment whsle .....                         | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183                            | Industrial machinery & equipment whsle .....                            | 395                     | 1 117 220       | 149 707                  | 35 521                          | 4 009   | 266 346                      | 123 305  | 133 744  |
| 421830                           | Industrial machinery & equipment whsle .....                            | 395                     | 1 117 220       | 149 707                  | 35 521                          | 4 009   | 266 346                      | 123 305  | 133 744  |
| 4218301                          | Food-processing machinery & equipment whsle .....                       | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218302                          | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....   | 47                      | 86 700          | 14 322                   | 3 428                           | 397   | 22 902                       | 8 092  | 8 480  |
| 42183021                         | Hydraulic & pneumatic pumps & motors whsle .....                        | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183022                         | Hydraulic & pneumatic parts, accessories, & supplies whsle .....        | 28                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218303                          | General-purpose industrial machinery & equipment whsle .....            | 139                     | 403 342         | 56 330                   | 13 293                          | 1 542   | 97 730                       | 61 640   | 67 288   |
| 4218304                          | Metalworking machinery & equipment whsle .....                          | 27                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218305                          | Materials handling equipment whsle .....                                | 71                      | 241 827         | 30 056                   | 7 320                           | 871   | 50 229                       | 19 909   | 21 176   |

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|----------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VIRGINIA—Con.</b>             |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 421                              | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4218                             | Machinery, equipment, & supplies whsle—Con.                            |                         |                 |                          |                                 |   |                              |  |  |
| 42183                            | Industrial machinery & equipment whsle—Con.                            |                         |                 |                          |                                 |   |                              |  |  |
| 421830                           | Industrial machinery & equipment whsle—Con.                            |                         |                 |                          |                                 |   |                              |  |  |
| 4218306                          | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle.       | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218307                          | Other industrial machinery & equipment whsle.....                      | 85                      | 288 505         | 36 580                   | 8 815                           | 837   | 72 403                       | 24 815   | 25 043   |
| 42184                            | Industrial supplies whsle.....   | 217                     | 467 913         | 64 361                   | 15 141                          | 1 830   | 118 758                      | 57 002   | 66 330   |
| 421840                           | Industrial supplies whsle.....   | 217                     | 467 913         | 64 361                   | 15 141                          | 1 830   | 118 758                      | 57 002   | 66 330   |
| 4218401                          | General-line industrial supplies whsle.....                            | 48                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218402                          | Mechanical power transmission supplies whsle.....                      | 42                      | 108 474         | 10 670                   | 2 767                           | 324   | 21 513                       | 15 082   | 23 137   |
| 4218403                          | Welding supplies whsle.....  | 30                      | 46 814          | 8 096                    | 1 942                           | 223   | 15 553                       | 9 137  | 8 938  |
| 4218404                          | Industrial containers & supplies whsle.....                            | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218405                          | Industrial valves & fittings (except fluid-power) whsle....            | 24                      | 75 488          | 10 496                   | 2 371                           | 237   | 19 679                       | 9 287  | 9 162  |
| 4218406                          | Other industrial supplies whsle..                                      | 56                      | 99 152          | 15 511                   | 3 486                           | 472   | 27 538                       | 10 783   | 11 808   |
| 42185                            | Service establishment equipment & supplies whsle.....                  | 129                     | D               | D                        | D                               | f   | D                            | D  | D  |
| 421850                           | Service establishment equipment & supplies whsle.....                  | 129                     | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218501                          | Beauty & barber shop equipment & supplies whsle... .                   | 21                      | 19 020          | 3 714                    | 947                             | 180   | 6 850                        | 4 065  | 3 680  |
| 4218502                          | Custodial, janitors' equipment & supplies whsle.....                   | 37                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218503                          | Laundry & dry-cleaning equipment & supplies whsle... .                 | 20                      | 29 355          | 3 594                    | 847                             | 104   | 7 106                        | 2 190  | 2 242  |
| 4218504                          | Other service establishment equipment & supplies whsle... .            | 51                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42186                            | Transportation equipment & supplies (exc motor vehicle) whsle.....     | 66                      | 374 934         | 33 906                   | 7 443                           | 761   | 66 641                       | 56 311   | 71 868   |
| 421860                           | Transportation equipment & supplies (exc motor vehicle) whsle.....     | 66                      | 374 934         | 33 906                   | 7 443                           | 761   | 66 641                       | 56 311   | 71 868   |
| 4218601                          | Aircraft & aeronautical equipment & supplies whsle... .                | 34                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218602                          | Marine machinery, equipment, & supplies whsle.....                     | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218603                          | Other transportation equipment & supplies whsle.....                   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                             | Miscellaneous durable goods whsle... .                                 | 455                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42191                            | Sporting & recreational goods & supplies whsle.....                    | 77                      | 330 586         | 25 060                   | 6 152                           | 755   | 56 478                       | 81 711   | 77 372   |
| 421910                           | Sporting & recreational goods & supplies whsle.....                    | 77                      | 330 586         | 25 060                   | 6 152                           | 755   | 56 478                       | 81 711   | 77 372   |
| 42192                            | Toy & hobby goods & supplies whsle.....                                | 39                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421920                           | Toy & hobby goods & supplies whsle.....                                | 39                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42193                            | Recyclable material whsle.....   | 123                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421930                           | Recyclable material whsle.....   | 123                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4219301                          | Iron & steel scrap processors & dealers.....                           | 55                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42193011                         | Iron & steel scrap processors (using power processing equipment).....  | 40                      | 194 979         | 18 719                   | 4 197                           | 644   | 46 911                       | 7 676  | 8 370  |
| 42193012                         | Iron & steel scrap processors (not using power processing equip).....  | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219302                          | Recyclable paper & paperboard whsle.....                               | 23                      | 77 272          | 10 860                   | 2 986                           | 468   | 24 214                       | 1 107  | 1 165  |
| 4219303                          | Other recyclable material whsle..                                      | 45                      | 140 226         | 16 075                   | 4 054                           | 582   | 34 443                       | 6 546  | 7 750  |
| 42194                            | Jewelry/watch/silverware/precious stone, & precious metal whsle....    | 58                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421940                           | Jewelry/watch/silverware/precious stone, & precious metal whsle....    | 58                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219401                          | Jewelry, watch, diamonds, precious stone, & silverware whsle.....      | 50                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42199                            | Other miscellaneous durable goods whsle.....                           | 158                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421990                           | Other miscellaneous durable goods whsle.....                           | 158                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4219901                          | Musical instruments & supplies whsle.....                              | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219902                          | Forest products (except lumber) whsle.....                             | 34                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219903                          | General merchandise (durable goods) whsle.....                         | 39                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219904                          | Prerecorded media whsle.....   | 29                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42199041                         | Compact discs/prerecorded audio tapes, & phonograph records whsle..... | 21                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42199042                         | Prerecorded video tapes whsle.....                                     | 8                       | 41 144          | 1 546                    | 371                             | 60  | 3 777                        | 222  | 211  |
| 4219905                          | Fire extinguishers & fire safety equipment whsle.....                  | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |

**Table 1. Summary Statistics for the State: 1997—Con.**

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

| NAICS code                       | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VIRGINIA—Con.</b>             |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 421                              | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4219                             | Miscellaneous durable goods whsle—Con.                                      |                         |                 |                          |                                 |   |                              |  |  |
| 42199                            | Other miscellaneous durable goods whsle—Con.                                |                         |                 |                          |                                 |   |                              |  |  |
| 421990                           | Other miscellaneous durable goods whsle—Con.                                |                         |                 |                          |                                 |   |                              |  |  |
| 4219906                          | Other durable goods whsle . . . .   | 36                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422                              | Wholesale trade, nondurable goods . . . .                                   | 1 940                   | 15 865 137      | 924 135                  | 213 854                         | 31 976  | 1 874 721                    | 1 182 181                                      | 1 334 221                                      |
| 4221                             | Paper & paper product whsle . . . . .                                       | 213                     | 830 266         | 89 678                   | 20 699                          | 2 579   | 167 308                      | 70 191   | 75 170   |
| 42211                            | Printing & writing paper whsle . . . . .                                    | 31                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422110                           | Printing & writing paper whsle . . . .                                      | 31                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42212                            | Stationery & office supplies whsle . . .                                    | 127                     | 342 379         | 48 332                   | 10 780                          | 1 492   | 92 184                       | 29 535   | 31 431   |
| 422120                           | Stationery & office supplies whsle .  | 127                     | 342 379         | 48 332                   | 10 780                          | 1 492   | 92 184                       | 29 535   | 31 431   |
| 42213                            | Industrial & personal service paper whsle . . . . .                         | 55                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422130                           | Industrial & personal service paper whsle . . . . .                         | 55                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4222                             | Drugs, & druggists' sundries whsle . . . .                                  | 84                      | 1 531 653       | 40 332                   | 9 772                           | 1 551   | 102 460                      | 176 180  | 206 431  |
| 42221                            | Drugs, & druggists' sundries whsle . .                                      | 84                      | 1 531 653       | 40 332                   | 9 772                           | 1 551   | 102 460                      | 176 180  | 206 431  |
| 422210                           | Drugs, & druggists' sundries whsle . . . . .                                | 84                      | 1 531 653       | 40 332                   | 9 772                           | 1 551   | 102 460                      | 176 180  | 206 431  |
| 4222101                          | General-line drugs whsle . . . . .  | 41                      | 1 348 431       | 25 756                   | 6 151                           | 1 005   | 72 725                       | 163 897  | 197 439  |
| 4222102                          | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 43                      | 183 222         | 14 576                   | 3 621                           | 546   | 29 735                       | 12 283   | 8 992  |
| 4223                             | Apparel, piece goods, & notions whsle .                                     | 146                     | 320 850         | 37 732                   | 8 008                           | 1 624   | 82 732                       | 50 626   | 58 010   |
| 42231                            | Piece goods, notions, & other dry goods whsle . . . . .                     | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422310                           | Piece goods, notions, & other dry goods whsle . . . . .                     | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4223101                          | Piece goods—jobbers . . . . .   | 22                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223102                          | Notions & other dry goods whsle . . . . .                                   | 5                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42232                            | Men's & boys' clothing & furnishings whsle . . . . .                        | 70                      | 198 179         | 25 186                   | 5 435                           | 998   | 52 968                       | 29 701   | 33 375   |
| 422320                           | Men's & boys' clothing & furnishings whsle . . . . .                        | 70                      | 198 179         | 25 186                   | 5 435                           | 998   | 52 968                       | 29 701   | 33 375   |
| 42233                            | Women's, children's, & infants' clothing & accessories whsle . . . . .      | 43                      | 35 240          | 2 489                    | 538                             | 125   | 8 409                        | 5 021  | 7 878  |
| 422330                           | Women's, children's, & infants' clothing & accessories whsle . . . . .      | 43                      | 35 240          | 2 489                    | 538                             | 125   | 8 409                        | 5 021  | 7 878  |
| 4224                             | Grocery & related products whsle . . . . .                                  | 534                     | 7 218 996       | 347 838                  | 79 671                          | 12 580  | 688 017                      | 417 180  | 431 977  |
| 42241                            | General-line grocery whsle . . . . .  | 63                      | 2 903 701       | 140 444                  | 33 092                          | 4 077   | 239 555                      | 193 090  | 195 285  |
| 422410                           | General-line grocery whsle . . . . .  | 63                      | 2 903 701       | 140 444                  | 33 092                          | 4 077   | 239 555                      | 193 090  | 195 285  |
| 4224102                          | General-line grocery whsle, retail cooperative . . . . .                    | 7                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224103                          | Other general-line grocery whsle . . . . .                                  | 51                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42242                            | Packaged frozen food whsle . . . . .  | 48                      | 962 193         | 43 784                   | 9 682                           | 1 310   | 76 479                       | 57 089   | 72 978   |
| 422420                           | Packaged frozen food whsle . . . . .  | 48                      | 962 193         | 43 784                   | 9 682                           | 1 310   | 76 479                       | 57 089   | 72 978   |
| 42243                            | Dairy products, (except dried or canned) whsle . . . . .                    | 17                      | 373 614         | 10 214                   | 2 375                           | 406   | 26 488                       | 21 601   | 20 075   |
| 422430                           | Dairy products, (except dried or canned) whsle . . . . .                    | 17                      | 373 614         | 10 214                   | 2 375                           | 406   | 26 488                       | 21 601   | 20 075   |
| 4224301                          | Raw milk whsle . . . . .  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224302                          | Dairy product (except raw milk) whsle . . . . .                             | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42244                            | Poultry & poultry product whsle . . . . .                                   | 14                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422440                           | Poultry & poultry product whsle . . .                                       | 14                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224402                          | Poultry & poultry product (except live) whsle . . . . .                     | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42245                            | Confectionery whsle . . . . .   | 34                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422450                           | Confectionery whsle . . . . .   | 34                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42246                            | Fish & seafood whsle . . . . .  | 99                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422460                           | Fish & seafood whsle . . . . .  | 99                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42247                            | Meat & meat product whsle . . . . .   | 41                      | 178 987         | 10 721                   | 2 461                           | 437   | 21 516                       | 4 001  | 4 364  |
| 422470                           | Meat & meat product whsle . . . . .   | 41                      | 178 987         | 10 721                   | 2 461                           | 437   | 21 516                       | 4 001  | 4 364  |
| 42248                            | Fresh fruit & vegetable whsle . . . . .                                     | 62                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422480                           | Fresh fruit & vegetable whsle . . . . .                                     | 62                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42249                            | Other grocery & related products whsle . . . . .                            | 156                     | 1 663 181       | 79 946                   | 18 873                          | 3 464   | 154 399                      | 99 401   | 98 619   |
| 422490                           | Other grocery & related products whsle . . . . .                            | 156                     | 1 663 181       | 79 946                   | 18 873                          | 3 464   | 154 399                      | 99 401   | 98 619   |
| 4224901                          | Coffee, tea, & spice whsle . . . . .  | 31                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224902                          | Bread & baked goods whsle . . . . .   | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224903                          | Soft drinks whsle . . . . .   | 36                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224904                          | Canned goods whsle . . . . .  | 10                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224906                          | Other grocery specialties whsle . . . . .                                   | 43                      | D               | D                        | D                               | g   | D                            | D  | D  |

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| NAICS code                       | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VIRGINIA—Con.</b>             |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 422                              | Wholesale trade, nondurable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4225                             | Farm-product raw material whsle . . . . .                                  | 76                      | 1 101 046       | 35 713                   | 8 159                           | 797   | 82 655                       | 111 666  | 196 994  |
| 42251                            | Grain & field bean whsle . . . . .   | 25                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422510                           | Grain & field bean whsle . . . . .   | 25                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42252                            | Livestock whsle . . . . .  | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422520                           | Livestock whsle . . . . .  | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42259                            | Other farm product raw material whsle . . . . .                            | 35                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422590                           | Other farm product raw material whsle . . . . .                            | 35                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4225902                          | Leaf tobacco whsle . . . . .   | 17                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4225905                          | Other farm-product raw material whsle . . . . .                            | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226                             | Chemical & allied products whsle . . . . .                                 | 181                     | 657 503         | 88 425                   | 22 967                          | 2 297   | 165 770                      | 68 430   | 87 187   |
| 42261                            | Plastics materials & basic forms & shapes whsle . . . . .                  | 39                      | 82 311          | 8 491                    | 1 961                           | 281   | 18 451                       | 8 588  | 9 991  |
| 422610                           | Plastics materials & basic forms & shapes whsle . . . . .                  | 39                      | 82 311          | 8 491                    | 1 961                           | 281   | 18 451                       | 8 588  | 9 991  |
| 42269                            | Other chemical & allied products whsle . . . . .                           | 142                     | 575 192         | 79 934                   | 21 006                          | 2 016   | 147 319                      | 59 842   | 77 196   |
| 422690                           | Other chemical & allied products whsle . . . . .                           | 142                     | 575 192         | 79 934                   | 21 006                          | 2 016   | 147 319                      | 59 842   | 77 196   |
| 4226901                          | Industrial gases (except LP) whsle . . . . .                               | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902                          | Other chemical & allied products whsle . . . . .                           | 129                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4227                             | Petroleum & petroleum products whsle . . . . .                             | 175                     | 1 653 108       | 73 748                   | 17 733                          | 2 937   | 171 139                      | 71 743   | 72 745   |
| 42271                            | Petroleum bulk stations & terminals . . . . .                              | 124                     | 1 340 835       | 60 885                   | 14 664                          | 2 499   | 140 977                      | 60 947   | 61 094   |
| 422710                           | Petroleum bulk stations & terminals . . . . .                              | 124                     | 1 340 835       | 60 885                   | 14 664                          | 2 499   | 140 977                      | 60 947   | 61 094   |
| 4227101                          | Petroleum bulk stations & terminals (except LP) . . . . .                  | 118                     | 1 308 471       | 58 350                   | 14 020                          | 2 429   | 135 817                      | 60 603   | 60 737   |
| 42271011                         | Petroleum bulk stations (except LP) . . . . .                              | 108                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42271012                         | Petroleum bulk terminals (except LP) . . . . .                             | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4227102                          | Liquefied petroleum bulk stations & terminals . . . . .                    | 6                       | 32 364          | 2 535                    | 644                             | 70  | 5 160                        | 344  | 357  |
| 42272                            | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 51                      | 312 273         | 12 863                   | 3 069                           | 438   | 30 162                       | 10 796   | 11 651   |
| 422720                           | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 51                      | 312 273         | 12 863                   | 3 069                           | 438   | 30 162                       | 10 796   | 11 651   |
| 4228                             | Beer, wine, & distilled alcoholic beverage whsle . . . . .                 | 101                     | 1 253 294       | 121 865                  | 26 851                          | 3 701   | 228 769                      | 82 231   | 77 961   |
| 42281                            | Beer & ale whsle . . . . .   | 63                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 422810                           | Beer & ale whsle . . . . .   | 63                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 42282                            | Wine & distilled alcoholic beverage whsle . . . . .                        | 38                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422820                           | Wine & distilled alcoholic beverage whsle . . . . .                        | 38                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4228201                          | Wine & distilled alcoholic bev (licensed operation) whsle . . . . .        | 38                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4229                             | Miscellaneous nondurable goods whsle . . . . .                             | 430                     | 1 298 421       | 88 804                   | 19 994                          | 3 910   | 185 871                      | 133 934  | 127 746  |
| 42291                            | Farm supplies whsle . . . . .  | 89                      | 372 886         | 19 720                   | 4 388                           | 772   | 50 372                       | 43 236   | 40 914   |
| 422910                           | Farm supplies whsle . . . . .  | 89                      | 372 886         | 19 720                   | 4 388                           | 772   | 50 372                       | 43 236   | 40 914   |
| 4229101                          | Farm supplies—farm dealers . . . . .                                       | 45                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229102                          | Farm supplies—whsle distributors . . . . .                                 | 44                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42292                            | Book, periodical, & newspaper whsle . . . . .                              | 63                      | 216 334         | 17 376                   | 3 876                           | 738   | 37 739                       | 23 460   | 23 245   |
| 422920                           | Book, periodical, & newspaper whsle . . . . .                              | 63                      | 216 334         | 17 376                   | 3 876                           | 738   | 37 739                       | 23 460   | 23 245   |
| 42293                            | Flower, nursery stock, & florists' supplies whsle . . . . .                | 53                      | 64 905          | 10 820                   | 2 532                           | 554   | 20 261                       | 6 075  | 6 466  |
| 422930                           | Flower, nursery stock, & florists' supplies whsle . . . . .                | 53                      | 64 905          | 10 820                   | 2 532                           | 554   | 20 261                       | 6 075  | 6 466  |
| 42294                            | Tobacco & tobacco product whsle . . . . .                                  | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422940                           | Tobacco & tobacco product whsle . . . . .                                  | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42295                            | Paint, varnish, & supplies whsle . . . . .                                 | 20                      | 17 865          | 2 758                    | 689                             | 127   | 5 078                        | 1 999  | 2 038  |
| 422950                           | Paint, varnish, & supplies whsle . . . . .                                 | 20                      | 17 865          | 2 758                    | 689                             | 127   | 5 078                        | 1 999  | 2 038  |
| 4229501                          | Paint, varnish, & supplies whsle . . . . .                                 | 20                      | 17 865          | 2 758                    | 689                             | 127   | 5 078                        | 1 999  | 2 038  |
| 42299                            | Other miscellaneous nondurable goods whsle . . . . .                       | 173                     | D               | D                        | D                               | f   | D                            | D  | D  |
| 422990                           | Other miscellaneous nondurable goods whsle . . . . .                       | 173                     | D               | D                        | D                               | f   | D                            | D  | D  |
| 4229901                          | Art goods whsle . . . . .  | 54                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229902                          | General merchandise (nondurable goods) whsle . . . . .                     | 38                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229904                          | Other nondurable goods whsle . . . . .                                     | 78                      | D               | D                        | D                               | e   | D                            | D  | D  |

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|----------------------|---|-------------------------|-------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VIRGINIA—Con.</b> |   |                         |                   |                          |                                 |   |                              |  |  |
|                      | <b>Manufacturers' sales branches and sales offices . . .</b>                | <b>631</b>              | <b>18 719 978</b> | <b>923 009</b>           | <b>244 520</b>                  | <b>18 375</b>   | <b>1 722 049</b>             | <b>528 992</b>                                 | <b>589 752</b>                                 |
| 421                  | Wholesale trade, durable goods . . . . .                                    | 377                     | 11 217 489        | 619 374                  | 166 761                         | 10 678  | 1 072 875                    | 297 120  | 313 704  |
| 4211                 | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 19                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42111                | Automobile & other motor vehicle whsle . . . . .                            | 6                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 421110               | Automobile & other motor vehicle whsle . . . . .                            | 6                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42112                | Motor vehicle supplies & new parts whsle . . . . .                          | 10                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 421120               | Motor vehicle supplies & new parts whsle . . . . .                          | 10                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4212                 | Furniture & home furnishings whsle . . .                                    | 6                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4213                 | Lumber & other construction materials whsle . . . . .                       | 47                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 42131                | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 16                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 421310               | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 16                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4213103              | Plywood, veneer, millwork, & wood panel whsle . . . . .                     | 15                      | 318 870           | 16 794                   | 4 076                           | 468   | 45 589                       | 9 275  | 9 137  |
| 42132                | Brick, stone, & related construction materials whsle . . . . .              | 14                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 421320               | Brick, stone, & related construction materials whsle . . . . .              | 14                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4213202              | Sand, gravel, & stone whsle . . . . .                                       | 6                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4213203              | Cement, lime, & related products whsle . . . . .                            | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4214                 | Professional & commercial equipment & supplies whsle . . . . .              | 86                      | 3 174 204         | 339 021                  | 92 131                          | 5 152   | 578 353                      | 96 514   | 96 048   |
| 42142                | Office equipment whsle . . . . .  | 19                      | 568 329           | 93 270                   | 27 989                          | 1 481   | 163 838                      | 18 979   | 18 614   |
| 421420               | Office equipment whsle . . . . .  | 19                      | 568 329           | 93 270                   | 27 989                          | 1 481   | 163 838                      | 18 979   | 18 614   |
| 42143                | Computer & computer peripheral equipment & software whsle . . . . .         | 55                      | 2 498 131         | 235 239                  | 61 467                          | 3 542   | 397 152                      | 76 128   | 75 749   |
| 421430               | Computer & computer peripheral equipment & software whsle . . . . .         | 55                      | 2 498 131         | 235 239                  | 61 467                          | 3 542   | 397 152                      | 76 128   | 75 749   |
| 4214301              | Computer & peripheral equipment whsle . . . . .                             | 53                      | D                 | D                        | D                               | h   | D                            | D  | D  |
| 42143011             | Computers & peripheral equipment for resale . . . . .                       | 14                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42143012             | Computers & peripheral equipment for end use . . . . .                      | 39                      | D                 | D                        | D                               | h   | D                            | D  | D  |
| 42145                | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 8                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 421450               | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 8                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4215                 | Metal & mineral (except petroleum) whsle . . . . .                          | 11                      | 1 059 129         | 8 416                    | 2 120                           | 174   | 22 089                       | 21 564   | 27 810   |
| 42151                | Metal service centers & offices . . . . .                                   | 9                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 421510               | Metal service centers & offices . . . . .                                   | 9                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4215101              | Ferrous metal service centers & sales offices . . . . .                     | 8                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42151011             | Ferrous metal service centers . . . . .                                     | 5                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42152                | Coal & other mineral & ore whsle . . . . .                                  | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 421520               | Coal & other mineral & ore whsle . . . . .                                  | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4215201              | Coal whsle . . . . .  | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4216                 | Electrical goods whsle . . . . .  | 112                     | 2 172 254         | 169 511                  | 47 339                          | 2 672   | 264 422                      | 36 755   | 36 778   |
| 42161                | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 37                      | 269 368           | 33 593                   | 8 016                           | 615   | 43 487                       | 16 396   | 16 630   |
| 421610               | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 37                      | 269 368           | 33 593                   | 8 016                           | 615   | 43 487                       | 16 396   | 16 630   |
| 42162                | Electrical appliance, television & radio set whsle . . . . .                | 3                       | D                 | D                        | D                               | e   | D                            | D  | D  |
| 421620               | Electrical appliance, television & radio set whsle . . . . .                | 3                       | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42169                | Other electronic parts & equipment whsle . . . . .                          | 72                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 421690               | Other electronic parts & equipment whsle . . . . .                          | 72                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4216901              | Communications equipment & supplies whsle . . . . .                         | 67                      | 1 311 644         | 102 179                  | 30 236                          | 1 499   | 154 846                      | 18 634   | 18 370   |
| 4216902              | Electronic parts (excluding communications equipment) whsle . . . . .       | 5                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4217                 | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 12                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42173                | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 6                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 421730               | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 6                       | D                 | D                        | D                               | b   | D                            | D  | D  |

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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, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VIRGINIA—Con.</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Manufacturers' sales branches and sales offices—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4218  | Machinery, equipment, & supplies whsle .....                           | 83                      | 609 972         | 43 798                   | 10 943                          | 1 130   | 74 349                       | 94 917   | 97 335   |
| 42181   | Construction & mining (except petroleum) machinery & equip whsle ..... | 14                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421810  | Construction & mining (except petroleum) machinery & equip whsle ..... | 14                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42183   | Industrial machinery & equipment whsle .....                           | 24                      | 81 730          | 5 015                    | 1 220                           | 99  | 8 893                        | 2 267  | 2 044  |
| 421830  | Industrial machinery & equipment whsle .....                           | 24                      | 81 730          | 5 015                    | 1 220                           | 99  | 8 893                        | 2 267  | 2 044  |
| 4218303   | General-purpose industrial machinery & equipment whsle .               | 11                      | 47 281          | 2 089                    | 412                             | 42  | 3 771                        | 1 010  | 1 635  |
| 42184   | Industrial supplies whsle .....  | 37                      | 179 528         | 8 931                    | 1 913                           | 215   | 17 668                       | 8 832  | 9 073  |
| 421840  | Industrial supplies whsle .....  | 37                      | 179 528         | 8 931                    | 1 913                           | 215   | 17 668                       | 8 832  | 9 073  |
| 4218402   | Mechanical power transmission supplies whsle .....                     | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218403   | Welding supplies whsle .....   | 25                      | 40 269          | 5 549                    | 1 063                           | 150   | 10 853                       | 5 422  | 5 474  |
| 4219  | Miscellaneous durable goods whsle ...                                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                | 254                     | 7 502 489       | 303 635                  | 77 759                          | 7 697   | 649 174                      | 231 872  | 276 048  |
| 4221  | Paper & paper product whsle .....                                      | 35                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42212   | Stationery & office supplies whsle ...                                 | 30                      | 144 787         | 13 976                   | 3 679                           | 277   | 26 868                       | 6 793  | 7 050  |
| 422120  | Stationery & office supplies whsle .                                   | 30                      | 144 787         | 13 976                   | 3 679                           | 277   | 26 868                       | 6 793  | 7 050  |
| 42213   | Industrial & personal service paper whsle .....                        | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422130  | Industrial & personal service paper whsle .....                        | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4222  | Drugs, & druggists' sundries whsle ....                                | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223  | Apparel, piece goods, & notions whsle .                                | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                                 | 83                      | 1 697 583       | 131 536                  | 30 557                          | 4 316   | 262 670                      | 23 204   | 23 571   |
| 42242   | Packaged frozen food whsle .....                                       | 11                      | 20 705          | 2 270                    | 556                             | 74  | 8 779                        | 792  | 783  |
| 422420  | Packaged frozen food whsle .....                                       | 11                      | 20 705          | 2 270                    | 556                             | 74  | 8 779                        | 792  | 783  |
| 42243   | Dairy products, (except dried or canned) whsle .....                   | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422430  | Dairy products, (except dried or canned) whsle .....                   | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224302   | Dairy product (except raw milk) whsle .....                            | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42245   | Confectionery whsle .....  | 9                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 422450  | Confectionery whsle .....  | 9                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....                           | 45                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....                           | 45                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 4224902   | Bread & baked goods whsle ....   | 10                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224903   | Soft drinks whsle .....  | 32                      | 715 322         | 71 001                   | 16 033                          | 2 280   | 138 938                      | 12 444   | 11 273   |
| 4226  | Chemical & allied products whsle .....                                 | 37                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42269   | Other chemical & allied products whsle .....                           | 35                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422690  | Other chemical & allied products whsle .....                           | 35                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4226902   | Other chemical & allied products whsle .....                           | 31                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle .....                             | 41                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42271   | Petroleum bulk stations & terminals .                                  | 30                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422710  | Petroleum bulk stations & terminals .....                              | 30                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4227101   | Petroleum bulk stations & terminals (except LP) .....                  | 30                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42271012  | Petroleum bulk terminals (except LP) .....                             | 26                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42272   | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 11                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422720  | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ...   | 11                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4228  | Beer, wine, & distilled alcoholic beverage whsle .....                 | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |



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| NAICS code  | Geographic area, type of operation, and kind of business  | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VIRGINIA—Con.</b>  |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>Manufacturers' sales branches and sales offices—Con.</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods—Con.                    |                         |                  |                          |                                 |   |                              |  |  |
| 4229  | Miscellaneous nondurable goods                            |                         |                  |                          |                                 |   |                              |  |  |
|   | whsle   | 43                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42291   | Farm supplies whsle                                       | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422910  | Farm supplies whsle                                       | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229101   | Farm supplies—farm dealers                                | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42292   | Book, periodical, & newspaper                             |                         |                  |                          |                                 |   |                              |  |  |
|   | whsle   | 16                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422920  | Book, periodical, & newspaper                             |                         |                  |                          |                                 |   |                              |  |  |
|   | whsle   | 16                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42295   | Paint, varnish, & supplies whsle                          | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 422950  | Paint, varnish, & supplies whsle                          | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229501   | Paint, varnish, & supplies whsle                          | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42299   | Other miscellaneous nondurable goods whsle                | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422990  | Other miscellaneous nondurable goods whsle                | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants</b>            |   | <b>820</b>              | <b>7 880 100</b> | <b>192 529</b>           | <b>44 433</b>                   | <b>6 539</b>  | <b>332 824</b>               | <b>13 465</b>                                  | <b>12 850</b>                                  |
| 421   | Wholesale trade, durable goods                            | 541                     | 3 150 441        | 101 047                  | 23 047                          | 3 143   | 172 835                      | 4 309  | 4 568  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle      | 25                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle                    | 15                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle                    | 15                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4211101   | Automobile & motorcycle whsle                             | 11                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 42112   | Motor vehicle supplies & new parts whsle                  | 10                      | 19 753           | 284                      | 58                              | 13  | 873                          | 61   | 63   |
| 421120  | Motor vehicle supplies & new parts whsle                  | 10                      | 19 753           | 284                      | 58                              | 13  | 873                          | 61   | 63   |
| 4212  | Furniture & home furnishings whsle                        | 55                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42121   | Furniture whsle   | 42                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421210  | Furniture whsle   | 42                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212101   | Household & lawn furniture whsle                          | 19                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102   | Office & business furniture whsle                         | 23                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42122   | Home furnishings whsle                                    | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421220  | Home furnishings whsle                                    | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle               | 26                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42131   | Lumber, plywood, millwork, & wood panel whsle             | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421310  | Lumber, plywood, millwork, & wood panel whsle             | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213103   | Plywood, veneer, millwork, & wood panel whsle             | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42133   | Roofing, siding, & insulation material whsle              | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421330  | Roofing, siding, & insulation material whsle              | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213301   | Roofing, siding, & insulation material whsle              | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42139   | Other construction materials whsle                        | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421390  | Other construction materials whsle                        | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4213901   | Flat glass & other construction glass whsle               | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle      | 85                      | 275 825          | 15 028                   | 2 911                           | 270   | 24 947                       | 623  | 662  |
| 42142   | Office equipment whsle                                    | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421420  | Office equipment whsle                                    | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42143   | Computer & computer peripheral equipment & software whsle | 16                      | 70 682           | 1 803                    | 391                             | 31  | 3 279                        | 34   | 17   |
| 421430  | Computer & computer peripheral equipment & software whsle | 16                      | 70 682           | 1 803                    | 391                             | 31  | 3 279                        | 34   | 17   |
| 4214301   | Computer & peripheral equipment whsle                     | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214302   | Computer software (packaged) whsle                        | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42144   | Other commercial equipment whsle                          | 8                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421440  | Other commercial equipment whsle                          | 8                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42145   | Medical, dental, & hospital equipment & supplies whsle    | 33                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421450  | Medical, dental, & hospital equipment & supplies whsle    | 33                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4214501   | Surgical, medical, & hospital supplies whsle              | 33                      | D                | D                        | D                               | c   | D                            | D  | D  |

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|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VIRGINIA—Con.</b>                                  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Agents, brokers, and commission merchants—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4214  | Professional & commercial equipment & supplies whsle—Con.              |                         |                 |                          |                                 |   |                              |  |  |
| 42149   | Other professional equipment & supplies whsle.....                     | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421490  | Other professional equipment & supplies whsle.....                     | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214902   | Other professional equipment & supplies whsle.....                     | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle.....                          | 15                      | 182 989         | 2 511                    | 545                             | 58  | 4 287                        | 25   | 28   |
| 42151   | Metal service centers & offices.....                                   | 10                      | D               | D                        | D                               | a   | D                            | D  | D  |
| 421510  | Metal service centers & offices.....                                   | 10                      | D               | D                        | D                               | a   | D                            | D  | D  |
| 4215101   | Ferrous metal service centers & sales offices.....                     | 7                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42152   | Coal & other mineral & ore whsle...                                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421520  | Coal & other mineral & ore whsle...                                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215201   | Coal whsle.....  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216  | Electrical goods whsle.....  | 113                     | 652 443         | 22 698                   | 5 009                           | 519   | 37 792                       | 961  | 962  |
| 42161   | Electrical apparatus & equip, wiring supp, & const material whsle..... | 61                      | 269 545         | 10 664                   | 2 098                           | 253   | 18 321                       | 378  | 573  |
| 421610  | Electrical apparatus & equip, wiring supp, & const material whsle..... | 61                      | 269 545         | 10 664                   | 2 098                           | 253   | 18 321                       | 378  | 573  |
| 42162   | Electrical appliance, television & radio set whsle.....                | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421620  | Electrical appliance, television & radio set whsle.....                | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169   | Other electronic parts & equipment whsle.....                          | 42                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690  | Other electronic parts & equipment whsle.....                          | 42                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216901   | Communications equipment & supplies whsle.....                         | 14                      | 44 568          | 1 916                    | 460                             | 56  | 3 239                        | 6  | 1  |
| 4216902   | Electronic parts (excluding communications equipment) whsle.....       | 28                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle.....         | 62                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42171   | Hardware whsle.....  | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421710  | Hardware whsle.....  | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42172   | Plumbing & heating equipment & supplies (hydronics) whsle.....         | 33                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421720  | Plumbing & heating equipment & supplies (hydronics) whsle.....         | 33                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42173   | Warm air heating & air-conditioning equipment & supplies whsle.....    | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730  | Warm air heating & air-conditioning equipment & supplies whsle.....    | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle.....                            | 102                     | 338 461         | 16 414                   | 3 359                           | 348   | 29 018                       | 900  | 829  |
| 42183   | Industrial machinery & equipment whsle.....                            | 56                      | 125 907         | 9 928                    | 2 146                           | 232   | 18 074                       | 386  | 413  |
| 421830  | Industrial machinery & equipment whsle.....                            | 56                      | 125 907         | 9 928                    | 2 146                           | 232   | 18 074                       | 386  | 413  |
| 4218302   | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle.....   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218303   | General-purpose industrial machinery & equipment whsle.....            | 29                      | 75 845          | 5 250                    | 1 213                           | 125   | 9 547                        | 192  | 230  |
| 4218307   | Other industrial machinery & equipment whsle.....                      | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184   | Industrial supplies whsle.....   | 17                      | 25 010          | 1 781                    | 394                             | 40  | 2 938                        | 449  | 390  |
| 421840  | Industrial supplies whsle.....   | 17                      | 25 010          | 1 781                    | 394                             | 40  | 2 938                        | 449  | 390  |
| 42185   | Service establishment equipment & supplies whsle.....                  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850  | Service establishment equipment & supplies whsle.....                  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186   | Transportation equipment & supplies (exc motor vehicle) whsle.....     | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421860  | Transportation equipment & supplies (exc motor vehicle) whsle.....     | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218601   | Aircraft & aeronautical equipment & supplies whsle.....                | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 1. Summary Statistics for the State: 1997—Con.**

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

| NAICS code  | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VIRGINIA—Con.</b>                                  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Agents, brokers, and commission merchants—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods—Con.  |                         |                 |                          |                                 |   |                              |  |  |
| 4219  | Miscellaneous durable goods whse . . .                                     | 58                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42191   | Sporting & recreational goods & supplies whse . . . . .                    | 20                      | 55 064          | 1 469                    | 267                             | 48  | 3 004                        | 4  | 5  |
| 421910  | Sporting & recreational goods & supplies whse . . . . .                    | 20                      | 55 064          | 1 469                    | 267                             | 48  | 3 004                        | 4  | 5  |
| 42199   | Other miscellaneous durable goods whse . . . . .                           | 22                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990  | Other miscellaneous durable goods whse . . . . .                           | 22                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219904   | Prerecorded media whse . . . . .   | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42199041  | Compact discs/prerecorded audio tapes, & phonograph records whse . . . . . | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219906   | Other durable goods whse . . . . .   | 7                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . . .                                | 279                     | 4 729 659       | 91 482                   | 21 386                          | 3 396   | 159 989                      | 9 156  | 8 282  |
| 4221  | Paper & paper product whse . . . . .                                       | 22                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42212   | Stationery & office supplies whse . . . . .                                | 13                      | 8 062           | 456                      | 83                              | 18  | 907                          | —  | —  |
| 422120  | Stationery & office supplies whse . . . . .                                | 13                      | 8 062           | 456                      | 83                              | 18  | 907                          | —  | —  |
| 4222  | Drugs, & druggists' sundries whse . . . . .                                | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42221   | Drugs, & druggists' sundries whse . . . . .                                | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422210  | Drugs, & druggists' sundries whse . . . . .                                | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4222102   | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whse . . . . . | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223  | Apparel, piece goods, & notions whse . . . . .                             | 27                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42232   | Men's & boys' clothing & furnishings whse . . . . .                        | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422320  | Men's & boys' clothing & furnishings whse . . . . .                        | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42234   | Footwear whse . . . . .  | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422340  | Footwear whse . . . . .  | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whse . . . . .                                  | 94                      | 3 018 088       | 53 193                   | 12 959                          | 2 059   | 89 065                       | 1 529  | 1 079  |
| 42241   | General-line grocery whse . . . . .  | 21                      | 765 170         | 19 495                   | 4 434                           | 917   | 28 916                       | —  | —  |
| 422410  | General-line grocery whse . . . . .  | 21                      | 765 170         | 19 495                   | 4 434                           | 917   | 28 916                       | —  | —  |
| 4224103   | Other general-line grocery whse . . . . .                                  | 21                      | 765 170         | 19 495                   | 4 434                           | 917   | 28 916                       | —  | —  |
| 42242   | Packaged frozen food whse . . . . .  | 17                      | 1 082 190       | 9 709                    | 2 306                           | 228   | 17 920                       | 1 395  | 1 024  |
| 422420  | Packaged frozen food whse . . . . .  | 17                      | 1 082 190       | 9 709                    | 2 306                           | 228   | 17 920                       | 1 395  | 1 024  |
| 42247   | Meat & meat product whse . . . . .   | 11                      | 153 681         | 1 486                    | 410                             | 59  | 2 324                        | —  | —  |
| 422470  | Meat & meat product whse . . . . .   | 11                      | 153 681         | 1 486                    | 410                             | 59  | 2 324                        | —  | —  |
| 42249   | Other grocery & related products whse . . . . .                            | 33                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422490  | Other grocery & related products whse . . . . .                            | 33                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224902   | Bread & baked goods whse . . . . .   | 17                      | 12 653          | 685                      | 214                             | 23  | 1 285                        | 1  | 1  |
| 4224904   | Canned goods whse . . . . .  | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224905   | Food & beverage basic materials whse . . . . .                             | 1                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224906   | Other grocery specialties whse . . . . .                                   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225  | Farm-product raw material whse . . . . .                                   | 51                      | 653 931         | 7 530                    | 1 644                           | 691   | 16 155                       | 950  | 951  |
| 42252   | Livestock whse . . . . .   | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422520  | Livestock whse . . . . .   | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42259   | Other farm product raw material whse . . . . .                             | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422590  | Other farm product raw material whse . . . . .                             | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4225902   | Leaf tobacco whse . . . . .  | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4225905   | Other farm-product raw material whse . . . . .                             | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226  | Chemical & allied products whse . . . . .                                  | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42261   | Plastics materials & basic forms & shapes whse . . . . .                   | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422610  | Plastics materials & basic forms & shapes whse . . . . .                   | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42269   | Other chemical & allied products whse . . . . .                            | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690  | Other chemical & allied products whse . . . . .                            | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902   | Other chemical & allied products whse . . . . .                            | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whse . . . . .                              | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271   | Petroleum bulk stations & terminals . . . . .                              | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710  | Petroleum bulk stations & terminals . . . . .                              | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42272   | Petroleum & petroleum prod whse (exc bulk stations & terminals) . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422720  | Petroleum & petroleum prod whse (exc bulk stations & terminals) . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |

**Table 1. Summary Statistics for the State: 1997—Con.**

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

| NAICS code | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>VIRGINIA—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Agents, brokers, and commission merchants—Con.</b>           |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                          |                         |                 |                          |                                 |   |                              |  |  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle.....           | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42282      | Wine & distilled alcoholic beverage whsle .....                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422820     | Wine & distilled alcoholic beverage whsle .....                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle ..... | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle .....                      | 45                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42293      | Flower, nursery stock, & florists' supplies whsle.....          | 4                       | 19 613          | 414                      | 95                              | 10  | 682                          | —  | —  |
| 422930     | Flower, nursery stock, & florists' supplies whsle.....          | 4                       | 19 613          | 414                      | 95                              | 10  | 682                          | —  | —  |
| 42299      | Other miscellaneous nondurable goods whsle .....                | 27                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle .....                | 27                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229901    | Art goods whsle .....   | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 2. Percent of Sales Data Based on Administrative Records and Estimation for the State: 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                            | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|-----------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                 |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>VIRGINIA</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>       | <b>Wholesale trade .....</b>                                    | <b>2.5</b>                               | <b>3.0</b>             | <b>4.5</b>                               | <b>4.1</b>             | —   | <b>2.2</b>             | <b>.1</b>   | <b>.3</b>              |
| 421             | Wholesale trade, durable goods .....                            | 2.7                                      | 4.0                    | 4.8                                      | 5.9                    | —   | 1.7                    | .1  | .4                     |
| 4211            | Motor vehicle & motor vehicle parts & supplies whsle .....      | 1.9                                      | .8                     | D  | D                      | D   | D                      | D   | D                      |
| 42111           | Automobile & other motor vehicle whsle .....                    | 1.2                                      | .6                     | D  | D                      | D   | D                      | D   | D                      |
| 421110          | Automobile & other motor vehicle whsle .....                    | 1.2                                      | .6                     | D  | D                      | D   | D                      | D   | D                      |
| 4211101         | Automobile & motorcycle whsle .....                             | 1.9                                      | 1.1                    | 3.1                                      | 1.8                    | —   | —                      | D   | D                      |
| 4211102         | Bus & recreational vehicle whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211103         | Light truck & van (14,000 lb or less) whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211104         | Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211105         | Heavy truck & tractor (over 26,000 lb) whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112           | Motor vehicle supplies & new parts whsle .....                  | 6.2                                      | 3.1                    | D  | D                      | D   | D                      | —   | —                      |
| 421120          | Motor vehicle supplies & new parts whsle .....                  | 6.2                                      | 3.1                    | D  | D                      | D   | D                      | —   | —                      |
| 4211201         | Motor vehicle supplies & new parts—warehouse distributors ..... | 6.7                                      | 3.2                    | D  | D                      | —   | —                      | —   | —                      |
| 4211202         | Motor vehicle supplies & new parts—jobbers .....                | 6.1                                      | 3.2                    | 6.9                                      | 3.6                    | —   | —                      | —   | —                      |
| 4211203         | Petroleum products marketing equipment whsle .....              | 1.2                                      | .8                     | 1.2                                      | .8                     | —   | —                      | —   | —                      |
| 42113           | Tire & tube whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421130          | Tire & tube whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114           | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140          | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212            | Furniture & home furnishings whsle .....                        | D  | D                      | 8.9                                      | 5.5                    | D   | D                      | D   | D                      |
| 42121           | Furniture whsle .....   | 5.9                                      | 4.6                    | D  | D                      | —   | —                      | D   | D                      |
| 421210          | Furniture whsle .....   | 5.9                                      | 4.6                    | D  | D                      | —   | —                      | D   | D                      |
| 4212101         | Household & lawn furniture whsle .....                          | 15.2                                     | 8.6                    | D  | D                      | —   | —                      | D   | D                      |
| 4212102         | Office & business furniture whsle .....                         | 2.6                                      | 3.1                    | D  | D                      | —   | —                      | D   | D                      |
| 42122           | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421220          | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4212201         | Household china, glassware, & crockery whsle .....              | 7.2                                      | 3.2                    | D  | D                      | —   | —                      | —   | —                      |
| 4212202         | Linens, domestics, draperies, & curtains whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212203         | Floor coverings whsle .....                                     | 10.4                                     | .8                     | 12.3                                     | .9                     | —   | —                      | —   | —                      |
| 4212204         | Other home furnishings whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213            | Lumber & other construction materials whsle .....               | 5.5                                      | 2.7                    | 9.4                                      | 4.0                    | D   | D                      | D   | D                      |
| 42131           | Lumber, plywood, millwork, & wood panel whsle .....             | 4.2                                      | 1.6                    | D  | D                      | D   | D                      | D   | D                      |
| 421310          | Lumber, plywood, millwork, & wood panel whsle .....             | 4.2                                      | 1.6                    | D  | D                      | D   | D                      | D   | D                      |
| 4213101         | Lumber without yard whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213102         | Lumber with yard whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213103         | Plywood, veneer, millwork, & wood panel whsle .....             | 1.9                                      | 1.8                    | D  | D                      | —   | .8                     | D   | D                      |
| 42132           | Brick, stone, & related construction materials whsle .....      | 6.3                                      | 2.0                    | D  | D                      | D   | D                      | —   | —                      |
| 421320          | Brick, stone, & related construction materials whsle .....      | 6.3                                      | 2.0                    | D  | D                      | D   | D                      | —   | —                      |
| 4213201         | Brick, block, tile, clay/cement sewer pipe whsle .....          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213202         | Sand, gravel, & stone whsle .....                               | 3.8                                      | 7.1                    | 9.5                                      | —                      | D   | D                      | —   | —                      |
| 4213203         | Cement, lime, & related products whsle .....                    | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42133           | Roofing, siding, & insulation material whsle .....              | 1.0                                      | 3.2                    | D  | D                      | —   | —                      | D   | D                      |
| 421330          | Roofing, siding, & insulation material whsle .....              | 1.0                                      | 3.2                    | D  | D                      | —   | —                      | D   | D                      |
| 4213301         | Roofing, siding, & insulation material whsle .....              | 1.0                                      | 3.2                    | D  | D                      | —   | —                      | D   | D                      |
| 42139           | Other construction materials whsle .....                        | 20.1                                     | 11.7                   | D  | D                      | —   | —                      | D   | D                      |
| 421390          | Other construction materials whsle .....                        | 20.1                                     | 11.7                   | D  | D                      | —   | —                      | D   | D                      |
| 4213901         | Flat glass & other construction glass whsle .....               | D  | D                      | 8.4                                      | 5.4                    | —   | —                      | D   | D                      |
| 4213902         | Other construction materials whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214            | Professional & commercial equipment & supplies whsle .....      | 2.6                                      | 5.6                    | 4.6                                      | 7.4                    | —   | 3.5                    | .5  | .4                     |
| 42141           | Photographic equipment & supplies whsle .....                   | .9                                       | .6                     | D  | D                      | —   | —                      | —   | —                      |
| 421410          | Photographic equipment & supplies whsle .....                   | .9                                       | .6                     | D  | D                      | —   | —                      | —   | —                      |
| 42142           | Office equipment whsle .....                                    | 1.9                                      | 5.9                    | D  | D                      | —   | 1.2                    | D   | D                      |
| 421420          | Office equipment whsle .....                                    | 1.9                                      | 5.9                    | D  | D                      | —   | 1.2                    | D   | D                      |
| 42143           | Computer & computer peripheral equipment & software whsle ..... | 2.5                                      | 5.6                    | 4.5                                      | 6.9                    | —   | 4.0                    | .3  | —                      |
| 421430          | Computer & computer peripheral equipment & software whsle ..... | 2.5                                      | 5.6                    | 4.5                                      | 6.9                    | —   | 4.0                    | .3  | —                      |
| 4214301         | Computer & peripheral equipment whsle .....                     | 2.2                                      | 5.2                    | D  | D                      | D   | D                      | D   | D                      |
| 42143011        | Computers & peripheral equipment for resale .....               | 2.7                                      | 4.1                    | D  | D                      | D   | D                      | —   | —                      |
| 42143012        | Computers & peripheral equipment for end use .....              | 2.0                                      | 5.6                    | 4.7                                      | 7.9                    | D   | D                      | —   | —                      |
| 4214302         | Computer software (packaged) whsle .....                        | 6.5                                      | 10.8                   | D  | D                      | —   | —                      | D   | D                      |

See footnotes at end of table.

**Table 2. Percent of Sales Data Based on Administrative Records and Estimation for the State: 1997—Con.**

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

| NAICS code | Geographic area and kind of business  | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>VIRGINIA—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4214       | Professional & commercial equipment & supplies whsle—Con.                   |  |                        |  |                        |   |                        |   |                        |
| 42144      | Other commercial equipment whsle . . . . .                                  | 11.7                                     | 5.6                    | D  | D                      | —   | —                      | D   | D                      |
| 421440     | Other commercial equipment whsle . . . . .                                  | 11.7                                     | 5.6                    | D  | D                      | —   | —                      | D   | D                      |
| 4214401    | Restaurant & hotel equipment & supplies whsle . . . . .                     | 16.0                                     | 5.9                    | 20.6                                     | 1.5                    | —   | —                      | —   | —                      |
| 4214402    | Store machines & equipment whsle . . . . .                                  | 6.6                                      | 5.2                    | D  | D                      | —   | —                      | —   | —                      |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 2.3                                      | 7.9                    | 3.5                                      | 12.5                   | D   | D                      | D   | D                      |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 2.3                                      | 7.9                    | 3.5                                      | 12.5                   | D   | D                      | D   | D                      |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | 2.3                                      | 7.7                    | 3.6                                      | 12.7                   | —   | —                      | D   | D                      |
| 4214502    | Dental equipment & supplies whsle . . . . .                                 | 2.6                                      | 11.3                   | 2.6                                      | 11.3                   | —   | —                      | —   | —                      |
| 42146      | Ophthalmic goods whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421460     | Ophthalmic goods whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42149      | Other professional equipment & supplies whsle . . . . .                     | D  | D                      | 8.6                                      | 1.2                    | —   | —                      | D   | D                      |
| 421490     | Other professional equipment & supplies whsle . . . . .                     | D  | D                      | 8.6                                      | 1.2                    | —   | —                      | D   | D                      |
| 4214902    | Other professional equipment & supplies whsle . . . . .                     | 8.2                                      | .9                     | D  | D                      | —   | —                      | D   | D                      |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 1.9                                      | 1.3                    | 4.0                                      | 2.7                    | —   | —                      | —   | —                      |
| 42151      | Metal service centers & offices . . . . .                                   | .8                                       | 2.8                    | D  | D                      | D   | D                      | D   | D                      |
| 421510     | Metal service centers & offices . . . . .                                   | .8                                       | 2.8                    | D  | D                      | D   | D                      | D   | D                      |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | 1.3                                      | 4.6                    | D  | D                      | D   | D                      | D   | D                      |
| 42151011   | Ferrous metal service centers . . . . .                                     | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42151012   | Ferrous metal sales offices . . . . .                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215102    | Nonferrous metal service centers & sales offices . . . . .                  | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42151021   | Nonferrous metal service centers . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | 2.9                                      | .1                     | D  | D                      | D   | D                      | D   | D                      |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | 2.9                                      | .1                     | D  | D                      | D   | D                      | D   | D                      |
| 4215201    | Coal whsle . . . . .  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4216       | Electrical goods whsle . . . . .  | 1.4                                      | 5.1                    | 3.4                                      | 10.1                   | —   | 2.1                    | —   | .4                     |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 2.2                                      | 5.0                    | 4.3                                      | 9.1                    | —   | .8                     | —   | .3                     |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 2.2                                      | 5.0                    | 4.3                                      | 9.1                    | —   | .8                     | —   | .3                     |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | .8                                       | 3.6                    | D  | D                      | D   | D                      | D   | D                      |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | .8                                       | 3.6                    | D  | D                      | D   | D                      | D   | D                      |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 1.1                                      | 5.4                    | D  | D                      | D   | D                      | D   | D                      |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 1.1                                      | 5.4                    | D  | D                      | D   | D                      | D   | D                      |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | .8                                       | 6.5                    | 2.2                                      | 14.0                   | —   | 2.5                    | —   | 4.0                    |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | 2.0                                      | 3.0                    | D  | D                      | D   | D                      | D   | D                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 1.4                                      | 10.8                   | 1.9                                      | 13.3                   | D   | D                      | D   | D                      |
| 42171      | Hardware whsle . . . . .  | 1.9                                      | 8.4                    | 2.4                                      | 10.4                   | —   | —                      | D   | D                      |
| 421710     | Hardware whsle . . . . .  | 1.9                                      | 8.4                    | 2.4                                      | 10.4                   | —   | —                      | D   | D                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 1.7                                      | 13.4                   | D  | D                      | —   | —                      | D   | D                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 1.7                                      | 13.4                   | D  | D                      | —   | —                      | D   | D                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | .4                                       | 11.4                   | .5                                       | 14.3                   | D   | D                      | D   | D                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | .4                                       | 11.4                   | .5                                       | 14.3                   | D   | D                      | D   | D                      |
| 42174      | Refrigeration equipment & supplies whsle . . . . .                          | 4.0                                      | 1.8                    | D  | D                      | —   | —                      | —   | —                      |
| 421740     | Refrigeration equipment & supplies whsle . . . . .                          | 4.0                                      | 1.8                    | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 4.4                                      | 5.0                    | 5.5                                      | 5.9                    | —   | 2.7                    | .2  | .4                     |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 3.7                                      | 8.0                    | D  | D                      | D   | D                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 3.7                                      | 8.0                    | D  | D                      | D   | D                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | 6.2                                      | 1.6                    | D  | D                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | 6.2                                      | 1.6                    | D  | D                      | —   | —                      | —   | —                      |
| 4218201    | Farm machinery & equipment—farm dealers . . . . .                           | 12.3                                     | 3.8                    | D  | D                      | —   | —                      | —   | —                      |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                     | 2.1                                      | —                      | 2.1                                      | —                      | —   | —                      | —   | —                      |
| 4218203    | Lawn & garden machinery & equipment whsle . . . . .                         | .5                                       | —                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

Table 2. **Percent of Sales Data Based on Administrative Records and Estimation for the State: 1997—Con.**

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| NAICS code | Geographic area and kind of business  | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>VIRGINIA—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle—Con.                                 |  |                        |  |                        |   |                        |   |                        |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 5.6                                      | 4.9                    | 6.6                                      | 5.6                    | —   | 2.3                    | .3  | .6                     |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 5.6                                      | 4.9                    | 6.6                                      | 5.6                    | —   | 2.3                    | .3  | .6                     |
| 4218301    | Food-processing machinery & equipment whsle . . . . .                       | 1.0                                      | 13.5                   | D  | D                      | —   | —                      | —   | —                      |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .   | 4.1                                      | 1.3                    | 5.2                                      | .3                     | —   | —                      | D   | D                      |
| 42183021   | Hydraulic & pneumatic pumps & motors whsle . . . . .                        | 7.3                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle . . . . .        | .2                                       | 2.9                    | D  | D                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | 2.4                                      | 3.3                    | 3.0                                      | 4.3                    | —   | —                      | .2  | —                      |
| 4218304    | Metalworking machinery & equipment whsle . . . . .                          | .8                                       | 4.3                    | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle . . . . .                                | 2.9                                      | 12.7                   | 3.0                                      | 12.7                   | —   | —                      | —   | —                      |
| 4218306    | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle . . . . .   | 40.9                                     | .7                     | D  | D                      | —   | —                      | —   | —                      |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                      | 12.7                                     | 2.6                    | 15.0                                     | 3.1                    | —   | —                      | D   | D                      |
| 42184      | Industrial supplies whsle . . . . .   | 1.8                                      | 2.3                    | 2.6                                      | 3.2                    | —   | —                      | .3  | 2.0                    |
| 421840     | Industrial supplies whsle . . . . .   | 1.8                                      | 2.3                    | 2.6                                      | 3.2                    | —   | —                      | .3  | 2.0                    |
| 4218401    | General-line industrial supplies whsle . . . . .                            | 2.0                                      | 14.5                   | D  | D                      | —   | —                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                      | .3                                       | .3                     | .5                                       | —                      | D   | D                      | —   | —                      |
| 4218403    | Welding supplies whsle . . . . .  | 1.3                                      | .5                     | 2.5                                      | 1.0                    | —   | —                      | —   | —                      |
| 4218404    | Industrial containers & supplies whsle . . . . .                            | 5.7                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218405    | Industrial valves & fittings (except fluid-power) whsle . . . . .           | 2.3                                      | .2                     | 2.5                                      | .2                     | —   | —                      | —   | —                      |
| 4218406    | Other industrial supplies whsle . . . . .                                   | 1.3                                      | —                      | 1.9                                      | —                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | 8.9                                      | 3.8                    | D  | D                      | —   | —                      | D   | D                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | 8.9                                      | 3.8                    | D  | D                      | —   | —                      | D   | D                      |
| 4218501    | Beauty & barber shop equipment & supplies whsle . . . . .                   | 1.3                                      | .4                     | 1.3                                      | .4                     | —   | —                      | —   | —                      |
| 4218502    | Custodial, janitors' equipment & supplies whsle . . . . .                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218503    | Laundry & dry-cleaning equipment & supplies whsle . . . . .                 | 6.8                                      | 1.8                    | 6.8                                      | 1.8                    | —   | —                      | —   | —                      |
| 4218504    | Other service establishment equipment & supplies whsle . . . . .            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 2.1                                      | 7.4                    | 3.0                                      | 9.2                    | —   | —                      | D   | D                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 2.1                                      | 7.4                    | 3.0                                      | 9.2                    | —   | —                      | D   | D                      |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle . . . . .                | 1.0                                      | 6.6                    | D  | D                      | —   | —                      | D   | D                      |
| 4218602    | Marine machinery, equipment, & supplies whsle . . . . .                     | 6.3                                      | 12.4                   | D  | D                      | —   | —                      | —   | —                      |
| 4218603    | Other transportation equipment & supplies whsle . . . . .                   | 7.0                                      | 6.8                    | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42191      | Sporting & recreational goods & supplies whsle . . . . .                    | 2.0                                      | 1.3                    | 2.3                                      | 1.5                    | —   | —                      | —   | —                      |
| 421910     | Sporting & recreational goods & supplies whsle . . . . .                    | 2.0                                      | 1.3                    | 2.3                                      | 1.5                    | —   | —                      | —   | —                      |
| 42192      | Toy & hobby goods & supplies whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421920     | Toy & hobby goods & supplies whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle . . . . .   | 2.8                                      | 8.3                    | D  | D                      | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle . . . . .   | 2.8                                      | 8.3                    | D  | D                      | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                           | 3.7                                      | 6.3                    | D  | D                      | —   | —                      | —   | —                      |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | 1.2                                      | 5.6                    | 1.2                                      | 5.6                    | —   | —                      | —   | —                      |
| 42193012   | Iron & steel scrap processors (not using power processing equip) . . . . .  | 38.1                                     | 16.2                   | D  | D                      | —   | —                      | —   | —                      |
| 4219302    | Recyclable paper & paperboard whsle . . . . .                               | 1.1                                      | 15.5                   | 1.1                                      | 15.5                   | —   | —                      | —   | —                      |
| 4219303    | Other recyclable material whsle . . . . .                                   | 2.2                                      | 7.2                    | 2.2                                      | 7.2                    | —   | —                      | —   | —                      |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | 4.0                                      | 4.6                    | D  | D                      | —   | —                      | —   | —                      |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | 4.0                                      | 4.6                    | D  | D                      | —   | —                      | —   | —                      |
| 4219401    | Jewelry, watch, diamonds, precious stone, & silverware whsle . . . . .      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219402    | Precious metal (excluding ores) whsle . . . . .                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4219901    | Musical instruments & supplies whsle . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219902    | Forest products (except lumber) whsle . . . . .                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219903    | General merchandise (durable goods) whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219904    | Prerecorded media whsle . . . . .   | 5.2                                      | .9                     | D  | D                      | —   | —                      | D   | D                      |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle . . . . . | 3.2                                      | 1.3                    | D  | D                      | —   | —                      | D   | D                      |
| 42199042   | Prerecorded video tapes whsle . . . . .                                     | 10.4                                     | —                      | 10.4                                     | —                      | —   | —                      | —   | —                      |
| 4219905    | Fire extinguishers & fire safety equipment whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219906    | Other durable goods whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |

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|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>VIRGINIA—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods .....                                 | 2.3                                      | 2.0                    | 4.1                                      | 2.0                    | —   | 3.0                    | .1  | .2                     |
| 4221       | Paper & paper product whsle .....                                       | 2.4                                      | 2.1                    | 3.9                                      | 3.0                    | D   | D                      | D   | D                      |
| 42211      | Printing & writing paper whsle .....                                    | .3                                       | .8                     | D  | D                      | —   | —                      | —   | —                      |
| 422110     | Printing & writing paper whsle .....                                    | .3                                       | .8                     | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....                                | 3.9                                      | 3.7                    | 5.6                                      | 4.3                    | —   | 2.5                    | —   | —                      |
| 422120     | Stationery & office supplies whsle .....                                | 3.9                                      | 3.7                    | 5.6                                      | 4.3                    | —   | 2.5                    | —   | —                      |
| 42213      | Industrial & personal service paper whsle .....                         | 2.3                                      | 1.4                    | D  | D                      | D   | D                      | —   | —                      |
| 422130     | Industrial & personal service paper whsle .....                         | 2.3                                      | 1.4                    | D  | D                      | D   | D                      | —   | —                      |
| 4222       | Drugs, & druggists' sundries whsle .....                                | .5                                       | .3                     | .6                                       | .4                     | D   | D                      | D   | D                      |
| 42221      | Drugs, & druggists' sundries whsle .....                                | .5                                       | .3                     | .6                                       | .4                     | —   | —                      | D   | D                      |
| 422210     | Drugs, & druggists' sundries whsle .....                                | .5                                       | .3                     | .6                                       | .4                     | —   | —                      | D   | D                      |
| 4222101    | General-line drugs whsle .....  | .6                                       | .3                     | .6                                       | .3                     | —   | —                      | —   | —                      |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | .2                                       | .5                     | .7                                       | 1.6                    | —   | —                      | D   | D                      |
| 4223       | Apparel, piece goods, & notions whsle .....                             | 3.6                                      | 3.4                    | 7.5                                      | 4.3                    | D   | D                      | D   | D                      |
| 42231      | Piece goods, notions, & other dry goods whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422310     | Piece goods, notions, & other dry goods whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223101    | Piece goods—jobbers .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223102    | Notions & other dry goods whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42232      | Men's & boys' clothing & furnishings whsle .....                        | 1.5                                      | 2.9                    | 2.6                                      | 3.8                    | —   | —                      | D   | D                      |
| 422320     | Men's & boys' clothing & furnishings whsle .....                        | 1.5                                      | 2.9                    | 2.6                                      | 3.8                    | —   | —                      | D   | D                      |
| 42233      | Women's, children's, & infants' clothing & accessories whsle .....      | D  | D                      | 39.9                                     | 14.3                   | —   | —                      | —   | —                      |
| 422330     | Women's, children's, & infants' clothing & accessories whsle .....      | D  | D                      | 39.9                                     | 14.3                   | —   | —                      | —   | —                      |
| 42234      | Footwear whsle .....  | .2                                       | —                      | —  | —                      | —   | —                      | D   | D                      |
| 422340     | Footwear whsle .....  | .2                                       | —                      | —  | —                      | —   | —                      | D   | D                      |
| 4224       | Grocery & related products whsle .....                                  | 2.8                                      | 1.7                    | 4.6                                      | 2.0                    | —   | 3.3                    | —   | .1                     |
| 42241      | General-line grocery whsle .....  | .6                                       | .2                     | .8                                       | .2                     | —   | —                      | —   | .1                     |
| 422410     | General-line grocery whsle .....  | .6                                       | .2                     | .8                                       | .2                     | —   | —                      | —   | .1                     |
| 4224102    | General-line grocery whsle, retail cooperative .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | .1                     |
| 42242      | Packaged frozen food whsle .....  | 9.2                                      | .9                     | 19.9                                     | 2.0                    | —   | —                      | —   | —                      |
| 422420     | Packaged frozen food whsle .....  | 9.2                                      | .9                     | 19.9                                     | 2.0                    | —   | —                      | —   | —                      |
| 42243      | Dairy products, (except dried or canned) whsle .....                    | .3                                       | 6.2                    | .4                                       | 6.6                    | D   | D                      | —   | —                      |
| 422430     | Dairy products, (except dried or canned) whsle .....                    | .3                                       | 6.2                    | .4                                       | 6.6                    | D   | D                      | —   | —                      |
| 4224301    | Raw milk whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224302    | Dairy product (except raw milk) whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42244      | Poultry & poultry product whsle .....                                   | 1.9                                      | 1.4                    | D  | D                      | —   | —                      | —   | —                      |
| 422440     | Poultry & poultry product whsle .....                                   | 1.9                                      | 1.4                    | D  | D                      | —   | —                      | —   | —                      |
| 4224402    | Poultry & poultry product (except live) whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42245      | Confectionery whsle .....   | .1                                       | 7.7                    | D  | D                      | D   | D                      | —   | —                      |
| 422450     | Confectionery whsle .....   | .1                                       | 7.7                    | D  | D                      | D   | D                      | —   | —                      |
| 42246      | Fish & seafood whsle .....  | 23.5                                     | 4.4                    | D  | D                      | —   | —                      | —   | —                      |
| 422460     | Fish & seafood whsle .....  | 23.5                                     | 4.4                    | D  | D                      | —   | —                      | —   | —                      |
| 42247      | Meat & meat product whsle .....   | 8.5                                      | 9.8                    | 15.8                                     | 18.2                   | —   | —                      | —   | —                      |
| 422470     | Meat & meat product whsle .....   | 8.5                                      | 9.8                    | 15.8                                     | 18.2                   | —   | —                      | —   | —                      |
| 42248      | Fresh fruit & vegetable whsle .....                                     | 2.9                                      | 5.5                    | D  | D                      | —   | —                      | —   | —                      |
| 422480     | Fresh fruit & vegetable whsle .....                                     | 2.9                                      | 5.5                    | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                            | .9                                       | .8                     | 1.8                                      | 1.4                    | D   | D                      | D   | D                      |
| 422490     | Other grocery & related products whsle .....                            | .9                                       | .8                     | 1.8                                      | 1.4                    | D   | D                      | D   | D                      |
| 4224901    | Coffee, tea, & spice whsle .....  | .9                                       | 4.9                    | D  | D                      | —   | —                      | —   | —                      |
| 4224902    | Bread & baked goods whsle .....   | .8                                       | .1                     | D  | D                      | D   | D                      | 2.5   | —                      |
| 4224903    | Soft drinks whsle .....   | .1                                       | 1.2                    | D  | D                      | —   | 1.0                    | —   | —                      |
| 4224904    | Canned goods whsle .....  | 1.6                                      | —                      | —  | —                      | —   | —                      | D   | D                      |
| 4224905    | Food & beverage basic materials whsle .....                             | D  | —                      | —  | —                      | —   | —                      | D   | D                      |
| 4224906    | Other grocery specialties whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4225       | Farm-product raw material whsle .....                                   | 1.0                                      | 1.1                    | 1.6                                      | 1.7                    | —   | —                      | .1  | —                      |
| 42251      | Grain & field bean whsle .....  | 1.3                                      | 3.8                    | D  | D                      | —   | —                      | —   | —                      |
| 422510     | Grain & field bean whsle .....  | 1.3                                      | 3.8                    | D  | D                      | —   | —                      | —   | —                      |
| 42252      | Livestock whsle .....   | 2.1                                      | .4                     | D  | D                      | —   | —                      | D   | D                      |
| 422520     | Livestock whsle .....   | 2.1                                      | .4                     | D  | D                      | —   | —                      | D   | D                      |
| 42259      | Other farm product raw material whsle .....                             | .7                                       | .6                     | D  | D                      | —   | —                      | D   | D                      |
| 422590     | Other farm product raw material whsle .....                             | .7                                       | .6                     | D  | D                      | —   | —                      | D   | D                      |
| 4225902    | Leaf tobacco whsle .....  | .4                                       | .5                     | D  | D                      | —   | —                      | D   | D                      |
| 4225905    | Other farm-product raw material whsle .....                             | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whsle .....                                  | 2.9                                      | 4.9                    | 5.5                                      | 2.4                    | D   | D                      | D   | D                      |
| 42261      | Plastics materials & basic forms & shapes whsle .....                   | 5.3                                      | 5.2                    | 9.0                                      | 8.8                    | —   | —                      | D   | D                      |
| 422610     | Plastics materials & basic forms & shapes whsle .....                   | 5.3                                      | 5.2                    | 9.0                                      | 8.8                    | —   | —                      | D   | D                      |
| 42269      | Other chemical & allied products whsle .....                            | 2.6                                      | 4.9                    | 5.0                                      | 1.5                    | D   | D                      | D   | D                      |
| 422690     | Other chemical & allied products whsle .....                            | 2.6                                      | 4.9                    | 5.0                                      | 1.5                    | D   | D                      | D   | D                      |
| 4226901    | Industrial gases (except LP) whsle .....                                | —  | 6.5                    | D  | —                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle .....                            | 2.6                                      | 4.8                    | D  | D                      | D   | D                      | D   | D                      |

See footnotes at end of table.



Table 2. **Percent of Sales Data Based on Administrative Records and Estimation for the State: 1997—Con.**

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

| NAICS code | Geographic area and kind of business                                   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>VIRGINIA—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                                 |  |                        |  |                        |   |                        |   |                        |
| 4227       | Petroleum & petroleum products whsle .....                             | .5                                       | 1.9                    | 1.6                                      | 1.3                    | D   | D                      | D   | D                      |
| 42271      | Petroleum bulk stations & terminals .....                              | .1                                       | —                      | .2                                       | —                      | D   | D                      | D   | D                      |
| 422710     | Petroleum bulk stations & terminals .....                              | .1                                       | —                      | .2                                       | —                      | D   | D                      | D   | D                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | .1                                       | —                      | .2                                       | —                      | D   | D                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                              | .3                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42271012   | Petroleum bulk terminals (except LP) .....                             | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4227102    | Liquefied petroleum bulk stations & terminals .....                    | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 2.0                                      | 8.6                    | 7.5                                      | 6.9                    | D   | D                      | D   | D                      |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 2.0                                      | 8.6                    | 7.5                                      | 6.9                    | D   | D                      | D   | D                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..                    | 7.0                                      | 2.5                    | 7.5                                      | 2.7                    | D   | D                      | D   | D                      |
| 42281      | Beer & ale whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42282      | Wine & distilled alcoholic beverage whsle .....                        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422820     | Wine & distilled alcoholic beverage whsle .....                        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle .....        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4229       | Miscellaneous nondurable goods whsle .....                             | 3.0                                      | 3.0                    | 6.0                                      | 3.1                    | D   | D                      | D   | D                      |
| 42291      | Farm supplies whsle .....  | 2.1                                      | 1.9                    | 2.6                                      | 2.3                    | D   | D                      | —   | —                      |
| 422910     | Farm supplies whsle .....  | 2.1                                      | 1.9                    | 2.6                                      | 2.3                    | D   | D                      | —   | —                      |
| 4229101    | Farm supplies—farm dealers .....                                       | 7.6                                      | 1.3                    | D  | D                      | D   | D                      | —   | —                      |
| 4229102    | Farm supplies—whsle distributors .....                                 | .4                                       | 2.0                    | D  | D                      | —   | —                      | —   | —                      |
| 42292      | Book, periodical, & newspaper whsle .....                              | .6                                       | 6.5                    | 1.9                                      | 6.1                    | D   | D                      | —   | —                      |
| 422920     | Book, periodical, & newspaper whsle .....                              | .6                                       | 6.5                    | 1.9                                      | 6.1                    | D   | D                      | —   | —                      |
| 42293      | Flower, nursery stock, & florists' supplies whsle .....                | 5.5                                      | 1.2                    | 7.1                                      | 1.6                    | —   | —                      | —   | —                      |
| 422930     | Flower, nursery stock, & florists' supplies whsle .....                | 5.5                                      | 1.2                    | 7.1                                      | 1.6                    | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle .....                                  | 3.2                                      | .2                     | D  | D                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle .....                                  | 3.2                                      | .2                     | D  | D                      | —   | —                      | —   | —                      |
| 42295      | Paint, varnish, & supplies whsle .....                                 | .1                                       | 1.0                    | .4                                       | —                      | D   | D                      | —   | —                      |
| 422950     | Paint, varnish, & supplies whsle .....                                 | .1                                       | 1.0                    | .4                                       | —                      | D   | D                      | —   | —                      |
| 4229501    | Paint, varnish, & supplies whsle .....                                 | .1                                       | 1.0                    | .4                                       | —                      | D   | D                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whsle ..                          | 8.3                                      | 4.1                    | D  | D                      | D   | D                      | D   | D                      |
| 422990     | Other miscellaneous nondurable goods whsle .....                       | 8.3                                      | 4.1                    | D  | D                      | D   | D                      | D   | D                      |
| 4229901    | Art goods whsle .....  | 5.2                                      | 2.7                    | D  | D                      | —   | —                      | D   | D                      |
| 4229902    | General merchandise (nondurable goods) whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229904    | Other nondurable goods whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

<sup>1</sup>Includes sales information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

**Table 3. Summary Statistics for Metropolitan Areas: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code                     | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>CHARLOTTESVILLE, VA MSA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                                    | <b>160</b>              | <b>525 855</b>  | <b>56 573</b>            | <b>12 866</b>                   | <b>1 676</b>  | <b>109 090</b>               | <b>35 478</b>                                  | <b>37 273</b>                                  |
| 421                            | Wholesale trade, durable goods .....                            | 107                     | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle .....      | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114                          | Motor vehicle parts, (used) whsle ...                           | 3                       | 3 958           | 832                      | 177                             | 24  | 1 561                        | 295  | 254  |
| 421140                         | Motor vehicle parts, (used) whsle .                             | 3                       | 3 958           | 832                      | 177                             | 24  | 1 561                        | 295  | 254  |
| 4212                           | Furniture & home furnishings whsle ...                          | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122                          | Home furnishings whsle .....                                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421220                         | Home furnishings whsle .....                                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                           | Lumber & other construction materials whsle .....               | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                           | Professional & commercial equipment & supplies whsle .....      | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42143                          | Computer & computer peripheral equipment & software whsle ..... | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421430                         | Computer & computer peripheral equipment & software whsle ..... | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214301                        | Computer & peripheral equipment whsle .....                     | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143012                       | Computers & peripheral equipment for end use .....              | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215                           | Metal & mineral (except petroleum) whsle .....                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151                          | Metal service centers & offices .....                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510                         | Metal service centers & offices ...                             | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215101                        | Ferrous metal service centers & sales offices .....             | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151011                       | Ferrous metal service centers .....                             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                           | Electrical goods whsle .....                                    | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169                          | Other electronic parts & equipment whsle .....                  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690                         | Other electronic parts & equipment whsle .....                  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4217                           | Hardware, & plumbing & heating equipment & supplies whsle ..... | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42172                          | Plumbing & heating equipment & supplies (hydronics) whsle ..... | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421720                         | Plumbing & heating equipment & supplies (hydronics) whsle ..... | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle .....                    | 17                      | 30 944          | 3 171                    | 866                             | 87  | 5 811                        | 3 248  | 2 599  |
| 42184                          | Industrial supplies whsle .....                                 | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421840                         | Industrial supplies whsle .....                                 | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42185                          | Service establishment equipment & supplies whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850                         | Service establishment equipment & supplies whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218502                        | Custodial, janitors' equipment & supplies whsle .....           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                           | Miscellaneous durable goods whsle ...                           | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                          | Other miscellaneous durable goods whsle .....                   | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                         | Other miscellaneous durable goods whsle .....                   | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods .....                         | 53                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224                           | Grocery & related products whsle .....                          | 13                      | 115 004         | 7 044                    | 1 749                           | 271   | 13 457                       | 3 654  | 3 822  |
| 42243                          | Dairy products, (except dried or canned) whsle .....            | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422430                         | Dairy products, (except dried or canned) whsle .....            | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224302                        | Dairy product (except raw milk) whsle .....                     | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42249                          | Other grocery & related products whsle .....                    | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490                         | Other grocery & related products whsle .....                    | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224903                        | Soft drinks whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                           | Petroleum & petroleum products whsle .....                      | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271                          | Petroleum bulk stations & terminals .....                       | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422710                         | Petroleum bulk stations & terminals .....                       | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227101                        | Petroleum bulk stations & terminals (except LP) .....           | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271011                       | Petroleum bulk stations (except LP) .....                       | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4228                           | Beer, wine, & distilled alcoholic beverage whsle .....          | 6                       | 42 039          | 3 862                    | 897                             | 169   | 7 705                        | 2 769  | 2 772  |
| 42281                          | Beer & ale whsle .....  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422810                         | Beer & ale whsle .....  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229                           | Miscellaneous nondurable goods whsle .....                      | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>CHARLOTTESVILLE, VA MSA—Con.</b>                                 |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers . . . . .</b>                               | <b>129</b>              | <b>277 421</b>  | <b>48 102</b>            | <b>10 627</b>                   | <b>1 479</b>  | <b>84 793</b>                | <b>27 678</b>                                  | <b>29 078</b>                                  |
| 421        | Wholesale trade, durable goods . . . . .                            | 82                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle . . .                             | 3                       | 3 958           | 832                      | 177                             | 24  | 1 561                        | 295  | 254  |
| 421140     | Motor vehicle parts, (used) whsle . . .                             | 3                       | 3 958           | 832                      | 177                             | 24  | 1 561                        | 295  | 254  |
| 4212       | Furniture & home furnishings whsle . . .                            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122      | Home furnishings whsle . . . . .                                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421220     | Home furnishings whsle . . . . .                                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle . . . . .               | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .      | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . . | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . . | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .                                    | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle . . . . .                  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                    | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42185      | Service establishment equipment & supplies whsle . . . . .          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850     | Service establishment equipment & supplies whsle . . . . .          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218502    | Custodial, janitors' equipment & supplies whsle . . . . .           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . .                             | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                   | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                   | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                         | 47                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                          | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                    | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                    | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224903    | Soft drinks whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                      | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . .                           | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                       | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                      | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices . .</b>          | <b>14</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                            | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>          | <b>17</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                            | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                         | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                          | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

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|-------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>DANVILLE, VA MSA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>               | <b>Wholesale trade .....</b>                              | <b>101</b>              | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>g</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                     | Wholesale trade, durable goods .....                      | 64                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                    | Motor vehicle & motor vehicle parts & supplies whsle..... | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                    | Professional & commercial equipment & supplies whsle..... | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                    | Machinery, equipment, & supplies whsle .....              | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42182                   | Farm & garden machinery & equipment whsle.....            | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820                  | Farm & garden machinery & equipment whsle.....            | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218201                 | Farm machinery & equipment—farm dealers .....             | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183                   | Industrial machinery & equipment whsle .....              | 5                       | 13 340          | 1 241                    | 248                             | 35  | 2 151                        | 529  | 515  |
| 421830                  | Industrial machinery & equipment whsle .....              | 5                       | 13 340          | 1 241                    | 248                             | 35  | 2 151                        | 529  | 515  |
| 4219                    | Miscellaneous durable goods whsle ...                     | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                   | Other miscellaneous durable goods whsle .....             | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                  | Other miscellaneous durable goods whsle .....             | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                     | Wholesale trade, nondurable goods .....                   | 37                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4223                    | Apparel, piece goods, & notions whsle .....               | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42231                   | Piece goods, notions, & other dry goods whsle .....       | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422310                  | Piece goods, notions, & other dry goods whsle .....       | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4223102                 | Notions & other dry goods whsle .....                     | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                    | Grocery & related products whsle .....                    | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42249                   | Other grocery & related products whsle .....              | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490                  | Other grocery & related products whsle .....              | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224903                 | Soft drinks whsle .....                                   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225                    | Farm-product raw material whsle .....                     | 7                       | 52 598          | 583                      | 75                              | 13  | 2 004                        | 29   | 39   |
| 42259                   | Other farm product raw material whsle .....               | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422590                  | Other farm product raw material whsle .....               | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4225902                 | Leaf tobacco whsle .....                                  | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227                    | Petroleum & petroleum products whsle .....                | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                   | Petroleum bulk stations & terminals .....                 | 3                       | 32 860          | 1 289                    | 338                             | 61  | 3 405                        | 909  | 736  |
| 422710                  | Petroleum bulk stations & terminals .....                 | 3                       | 32 860          | 1 289                    | 338                             | 61  | 3 405                        | 909  | 736  |
| 4227101                 | Petroleum bulk stations & terminals (except LP) .....     | 3                       | 32 860          | 1 289                    | 338                             | 61  | 3 405                        | 909  | 736  |
| 42271011                | Petroleum bulk stations (except LP) .....                 | 3                       | 32 860          | 1 289                    | 338                             | 61  | 3 405                        | 909  | 736  |
| 4228                    | Beer, wine, & distilled alcoholic beverage whsle.....     | 3                       | 29 139          | 2 814                    | 657                             | 99  | 4 983                        | 1 498  | 1 232  |
| 42281                   | Beer & ale whsle.....                                     | 3                       | 29 139          | 2 814                    | 657                             | 99  | 4 983                        | 1 498  | 1 232  |
| 422810                  | Beer & ale whsle.....                                     | 3                       | 29 139          | 2 814                    | 657                             | 99  | 4 983                        | 1 498  | 1 232  |
|                         | <b>Merchant wholesalers .....</b>                         | <b>88</b>               | <b>232 773</b>  | <b>24 182</b>            | <b>5 477</b>                    | <b>1 112</b>  | <b>49 713</b>                | <b>28 059</b>                                  | <b>28 636</b>                                  |
| 421                     | Wholesale trade, durable goods .....                      | 58                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                    | Motor vehicle & motor vehicle parts & supplies whsle..... | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                    | Professional & commercial equipment & supplies whsle..... | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                    | Machinery, equipment, & supplies whsle .....              | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42182                   | Farm & garden machinery & equipment whsle.....            | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820                  | Farm & garden machinery & equipment whsle.....            | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218201                 | Farm machinery & equipment—farm dealers .....             | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183                   | Industrial machinery & equipment whsle .....              | 5                       | 13 340          | 1 241                    | 248                             | 35  | 2 151                        | 529  | 515  |
| 421830                  | Industrial machinery & equipment whsle .....              | 5                       | 13 340          | 1 241                    | 248                             | 35  | 2 151                        | 529  | 515  |
| 4219                    | Miscellaneous durable goods whsle ...                     | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                   | Other miscellaneous durable goods whsle .....             | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                  | Other miscellaneous durable goods whsle .....             | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code   | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>DANVILLE, VA MSA—Con.</b>                               |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                           |   |                         |                  |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                           | 30                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle . . . .                       | 1                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42231  | Piece goods, notions, & other dry goods whsle . . . . .             | 1                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 422310   | Piece goods, notions, & other dry goods whsle . . . . .             | 1                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4223102  | Notions & other dry goods whsle . . . . .                           | 1                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . . .                          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                      | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals . . . . .                       | 3                       | 32 860           | 1 289                    | 338                             | 61  | 3 405                        | 909  | 736  |
| 422710   | Petroleum bulk stations & terminals . . . . .                       | 3                       | 32 860           | 1 289                    | 338                             | 61  | 3 405                        | 909  | 736  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . .           | 3                       | 32 860           | 1 289                    | 338                             | 61  | 3 405                        | 909  | 736  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                       | 3                       | 32 860           | 1 289                    | 338                             | 61  | 3 405                        | 909  | 736  |
| <b>Manufacturers' sales branches and sales offices . .</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                           | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . . .                          | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42249  | Other grocery & related products whsle . . . . .                    | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle . . . . .                    | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                           | 8                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4225   | Farm-product raw material whsle . . . . .                           | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42259  | Other farm product raw material whsle . . . . .                     | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422590   | Other farm product raw material whsle . . . . .                     | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4225902  | Leaf tobacco whsle . . . . .  | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| <b>JOHNSON CITY-KINGSPORT-BRISTOL, TN-VA MSA</b>           |   |                         |                  |                          |                                 |   |                              |  |  |
| 42   | <b>Wholesale trade . . . . .</b>                                    | <b>548</b>              | <b>3 732 190</b> | <b>194 445</b>           | <b>45 808</b>                   | <b>7 332</b>  | <b>390 166</b>               | <b>279 151</b>                                 | <b>315 087</b>                                 |
| 421  | Wholesale trade, durable goods . . . . .                            | 382                     | 1 138 230        | 95 589                   | 21 841                          | 3 468   | 184 375                      | 127 189  | 127 973  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 57                      | 179 756          | 14 796                   | 3 318                           | 567   | 33 625                       | 17 621   | 20 234   |
| 42111  | Automobile & other motor vehicle whsle . . . . .                    | 16                      | 132 302          | 7 573                    | 1 784                           | 294   | 15 305                       | 10 891   | 13 213   |
| 421110   | Automobile & other motor vehicle whsle . . . . .                    | 16                      | 132 302          | 7 573                    | 1 784                           | 294   | 15 305                       | 10 891   | 13 213   |
| 4211101  | Automobile & motorcycle whsle . . . . .                             | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211105  | Heavy truck & tractor (over 26,000 lb) whsle . . . . .              | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112  | Motor vehicle supplies & new parts whsle . . . . .                  | 19                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421120   | Motor vehicle supplies & new parts whsle . . . . .                  | 19                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211201  | Motor vehicle supplies & new parts—warehouse distributors . . . . . | 10                      | 15 094           | 2 113                    | 680                             | 102   | 5 846                        | 1 814  | 1 869  |
| 42113  | Tire & tube whsle . . . . .   | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421130   | Tire & tube whsle . . . . .   | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114  | Motor vehicle parts, (used) whsle . . . . .                         | 17                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140   | Motor vehicle parts, (used) whsle . . . . .                         | 17                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212   | Furniture & home furnishings whsle . . . . .                        | 14                      | 16 834           | 1 735                    | 497                             | 69  | 3 939                        | 1 315  | 1 273  |
| 4213   | Lumber & other construction materials whsle . . . . .               | 34                      | 124 470          | 7 567                    | 1 876                           | 297   | 14 489                       | 13 599   | 14 089   |
| 42131  | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 20                      | 97 413           | 6 076                    | 1 556                           | 246   | 11 165                       | 11 183   | 11 385   |
| 421310   | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 20                      | 97 413           | 6 076                    | 1 556                           | 246   | 11 165                       | 11 183   | 11 385   |
| 4213102  | Lumber with yard whsle . . . . .                                    | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213103  | Plywood, veneer, millwork, & wood panel whsle . . . . .             | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42132  | Brick, stone, & related construction materials whsle . . . . .      | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421320   | Brick, stone, & related construction materials whsle . . . . .      | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4213203  | Cement, lime, & related products whsle . . . . .                    | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>JOHNSON CITY-KINGSPORT-BRISTOL, TN-VA MSA—Con.</b>                       |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 49                      | 108 894         | 11 874                   | 2 796                           | 388   | 19 640                       | 7 778  | 8 325  |
| 42142      | Office equipment whsle . . . . .  | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421420     | Office equipment whsle . . . . .  | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle . . . . .                                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle . . . . .                                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214401    | Restaurant & hotel equipment & supplies whsle . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 11                      | 17 847          | 2 695                    | 589                             | 90  | 4 474                        | 1 400  | 1 821  |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 11                      | 17 847          | 2 695                    | 589                             | 90  | 4 474                        | 1 400  | 1 821  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 17                      | 139 715         | 5 152                    | 1 178                           | 173   | 9 479                        | 2 308  | 2 347  |
| 42151      | Metal service centers & offices . . . . .                                   | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421510     | Metal service centers & offices . . . . .                                   | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151011   | Ferrous metal service centers . . . . .                                     | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215201    | Coal whsle . . . . .  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .  | 30                      | 93 583          | 7 223                    | 1 672                           | 233   | 12 809                       | 11 502   | 11 762   |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 36                      | 100 092         | 6 931                    | 1 682                           | 250   | 13 109                       | 10 773   | 7 964  |
| 42171      | Hardware whsle . . . . .  | 15                      | 67 719          | 4 063                    | 1 025                           | 133   | 7 132                        | 6 815  | 3 707  |
| 421710     | Hardware whsle . . . . .  | 15                      | 67 719          | 4 063                    | 1 025                           | 133   | 7 132                        | 6 815  | 3 707  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 112                     | 309 906         | 33 929                   | 7 416                           | 1 226   | 59 941                       | 52 942   | 52 269   |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | 16                      | 47 628          | 2 911                    | 699                             | 129   | 5 402                        | 9 812  | 11 036   |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | 16                      | 47 628          | 2 911                    | 699                             | 129   | 5 402                        | 9 812  | 11 036   |
| 4218201    | Farm machinery & equipment—farm dealers . . . . .                           | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                     | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 41                      | 61 830          | 10 902                   | 2 289                           | 344   | 17 177                       | 7 732  | 8 864  |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 41                      | 61 830          | 10 902                   | 2 289                           | 344   | 17 177                       | 7 732  | 8 864  |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218305    | Materials handling equipment whsle . . . . .                                | 10                      | 13 893          | 2 306                    | 552                             | 86  | 3 216                        | 1 787  | 2 235  |
| 42184      | Industrial supplies whsle . . . . .   | 31                      | 86 091          | 9 595                    | 2 156                           | 309   | 16 060                       | 11 749   | 12 949   |
| 421840     | Industrial supplies whsle . . . . .   | 31                      | 86 091          | 9 595                    | 2 156                           | 309   | 16 060                       | 11 749   | 12 949   |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                      | 5                       | 17 785          | 1 459                    | 386                             | 48  | 2 612                        | 3 136  | 2 813  |
| 4218403    | Welding supplies whsle . . . . .  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218406    | Other industrial supplies whsle . . . . .                                   | 14                      | 36 768          | 5 091                    | 1 098                           | 153   | 7 643                        | 4 291  | 4 149  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>JOHNSON CITY—KINGSPORT—BRISTOL, TN—VA MSA—Con.</b>                       |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4218       | Machinery, equipment, & supplies whsle—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     |                         |                 |                          |                                 |   |                              |  |  |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle . . . . .                | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | 33                      | 64 980          | 6 382                    | 1 406                           | 265   | 17 344                       | 9 351  | 9 710  |
| 42193      | Recyclable material whsle . . . . .   | 10                      | 31 228          | 2 693                    | 679                             | 97  | 7 807                        | 2 259  | 2 318  |
| 421930     | Recyclable material whsle . . . . .   | 10                      | 31 228          | 2 693                    | 679                             | 97  | 7 807                        | 2 259  | 2 318  |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                           | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | 166                     | 2 593 960       | 98 856                   | 23 967                          | 3 864   | 205 791                      | 151 962  | 187 114  |
| 4221       | Paper & paper product whsle . . . . .                                       | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42212      | Stationery & office supplies whsle . . . . .                                | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422120     | Stationery & office supplies whsle . . . . .                                | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4222       | Drugs, & druggists' sundries whsle . . . . .                                | 9                       | 870 538         | 19 520                   | 4 913                           | 403   | 39 242                       | 60 392   | 79 420   |
| 42221      | Drugs, & druggists' sundries whsle . . . . .                                | 9                       | 870 538         | 19 520                   | 4 913                           | 403   | 39 242                       | 60 392   | 79 420   |
| 422210     | Drugs, & druggists' sundries whsle . . . . .                                | 9                       | 870 538         | 19 520                   | 4 913                           | 403   | 39 242                       | 60 392   | 79 420   |
| 4222101    | General-line drugs whsle . . . . .  | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                                  | 40                      | 1 012 759       | 35 860                   | 8 752                           | 1 405   | 68 390                       | 50 471   | 52 835   |
| 42241      | General-line grocery whsle . . . . .  | 7                       | 751 806         | 19 655                   | 4 898                           | 758   | 33 394                       | 46 754   | 49 097   |
| 422410     | General-line grocery whsle . . . . .  | 7                       | 751 806         | 19 655                   | 4 898                           | 758   | 33 394                       | 46 754   | 49 097   |
| 4224102    | General-line grocery whsle, retail cooperative . . . . .                    | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224103    | Other general-line grocery whsle . . . . .                                  | 5                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42243      | Dairy products, (except dried or canned) whsle . . . . .                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422430     | Dairy products, (except dried or canned) whsle . . . . .                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224301    | Raw milk whsle . . . . .  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224302    | Dairy product (except raw milk) whsle . . . . .                             | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42247      | Meat & meat product whsle . . . . .   | 7                       | 39 177          | 1 612                    | 333                             | 69  | 3 063                        | 582  | 566  |
| 422470     | Meat & meat product whsle . . . . .   | 7                       | 39 177          | 1 612                    | 333                             | 69  | 3 063                        | 582  | 566  |
| 42249      | Other grocery & related products whsle . . . . .                            | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                            | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224903    | Soft drinks whsle . . . . .   | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle . . . . .                                   | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42252      | Livestock whsle . . . . .   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422520     | Livestock whsle . . . . .   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42259      | Other farm product raw material whsle . . . . .                             | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422590     | Other farm product raw material whsle . . . . .                             | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225902    | Leaf tobacco whsle . . . . .  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle . . . . .                                  | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42269      | Other chemical & allied products whsle . . . . .                            | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422690     | Other chemical & allied products whsle . . . . .                            | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whsle . . . . .                            | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                              | 16                      | 140 026         | 7 605                    | 1 741                           | 373   | 16 232                       | 3 064  | 2 968  |
| 42271      | Petroleum bulk stations & terminals . . . . .                               | 9                       | 110 331         | 5 463                    | 1 234                           | 300   | 11 605                       | 2 424  | 2 254  |
| 422710     | Petroleum bulk stations & terminals . . . . .                               | 9                       | 110 331         | 5 463                    | 1 234                           | 300   | 11 605                       | 2 424  | 2 254  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                   | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                               | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .                  | 5                       | 66 196          | 7 779                    | 1 618                           | 212   | 15 058                       | 3 640  | 3 411  |
| 42281      | Beer & ale whsle . . . . .  | 5                       | 66 196          | 7 779                    | 1 618                           | 212   | 15 058                       | 3 640  | 3 411  |
| 422810     | Beer & ale whsle . . . . .  | 5                       | 66 196          | 7 779                    | 1 618                           | 212   | 15 058                       | 3 640  | 3 411  |

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|------------|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>JOHNSON CITY—KINGSPORT—BRISTOL, TN—VA MSA—Con.</b>      |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                |                         |                  |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                     |                         |                  |                          |                                 |   |                              |  |  |
| 4229       | Miscellaneous nondurable goods                             |                         |                  |                          |                                 |   |                              |  |  |
|            | whsle .....  | 39                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42291      | Farm supplies whsle .....                                  | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422910     | Farm supplies whsle .....                                  | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42292      | Book, periodical, & newspaper                              |                         |                  |                          |                                 |   |                              |  |  |
|            | whsle .....  | 9                       | 45 400           | 3 352                    | 771                             | 199   | 6 801                        | 5 423  | 6 035  |
| 422920     | Book, periodical, & newspaper                              |                         |                  |                          |                                 |   |                              |  |  |
|            | whsle .....  | 9                       | 45 400           | 3 352                    | 771                             | 199   | 6 801                        | 5 423  | 6 035  |
| 42293      | Flower, nursery stock, & florists'                         |                         |                  |                          |                                 |   |                              |  |  |
|            | supplies whsle .....                                       | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422930     | Flower, nursery stock, & florists'                         |                         |                  |                          |                                 |   |                              |  |  |
|            | supplies whsle .....                                       | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42294      | Tobacco & tobacco product whsle ...                        | 8                       | 131 127          | 6 625                    | 1 230                           | 307   | 12 805                       | 13 281   | 13 831   |
| 422940     | Tobacco & tobacco product whsle.                           | 8                       | 131 127          | 6 625                    | 1 230                           | 307   | 12 805                       | 13 281   | 13 831   |
|            | <b>Merchant wholesalers .....</b>                          | <b>453</b>              | <b>2 709 303</b> | <b>149 336</b>           | <b>34 862</b>                   | <b>5 769</b>  | <b>287 490</b>               | <b>256 925</b>                                 | <b>281 047</b>                                 |
| 421        | Wholesale trade, durable goods .....                       | 331                     | 765 516          | 80 920                   | 18 913                          | 3 031   | 153 885                      | 113 020  | 114 604  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle ..... | 51                      | 116 686          | 11 196                   | 2 838                           | 402   | 24 427                       | 15 121   | 17 796   |
| 42111      | Automobile & other motor vehicle                           |                         |                  |                          |                                 |   |                              |  |  |
|            | whsle .....  | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle                           |                         |                  |                          |                                 |   |                              |  |  |
|            | whsle .....  | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle .....         | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts                         |                         |                  |                          |                                 |   |                              |  |  |
|            | whsle .....  | 16                      | 14 875           | 2 027                    | 643                             | 103   | 6 266                        | 1 797  | 1 952  |
| 421120     | Motor vehicle supplies & new parts                         |                         |                  |                          |                                 |   |                              |  |  |
|            | whsle .....  | 16                      | 14 875           | 2 027                    | 643                             | 103   | 6 266                        | 1 797  | 1 952  |
| 42114      | Motor vehicle parts, (used) whsle ...                      | 17                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle .                        | 17                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle ...                     | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials                      |                         |                  |                          |                                 |   |                              |  |  |
|            | whsle .....  | 27                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42131      | Lumber, plywood, millwork, & wood                          |                         |                  |                          |                                 |   |                              |  |  |
|            | panel whsle .....  | 18                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421310     | Lumber, plywood, millwork, &                               |                         |                  |                          |                                 |   |                              |  |  |
|            | wood panel whsle .....                                     | 18                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4213102    | Lumber with yard whsle .....                               | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213103    | Plywood, veneer, millwork, &                               |                         |                  |                          |                                 |   |                              |  |  |
|            | wood panel whsle .....                                     | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4214       | Professional & commercial equipment                        |                         |                  |                          |                                 |   |                              |  |  |
|            | & supplies whsle .....                                     | 44                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42142      | Office equipment whsle .....                               | 12                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421420     | Office equipment whsle .....                               | 12                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42143      | Computer & computer peripheral                             |                         |                  |                          |                                 |   |                              |  |  |
|            | equipment & software whsle .....                           | 12                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421430     | Computer & computer peripheral                             |                         |                  |                          |                                 |   |                              |  |  |
|            | equipment & software whsle .....                           | 12                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital                                |                         |                  |                          |                                 |   |                              |  |  |
|            | equipment & supplies whsle .....                           | 11                      | 17 847           | 2 695                    | 589                             | 90  | 4 474                        | 1 400  | 1 821  |
| 421450     | Medical, dental, & hospital                                |                         |                  |                          |                                 |   |                              |  |  |
|            | equipment & supplies whsle .....                           | 11                      | 17 847           | 2 695                    | 589                             | 90  | 4 474                        | 1 400  | 1 821  |
| 4215       | Metal & mineral (except petroleum)                         |                         |                  |                          |                                 |   |                              |  |  |
|            | whsle .....  | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42151      | Metal service centers & offices .....                      | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421510     | Metal service centers & offices ...                        | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4215101    | Ferrous metal service centers & sales offices .....        | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216       | Electrical goods whsle .....                               | 23                      | 66 445           | 6 504                    | 1 493                           | 221   | 11 626                       | 11 414   | 11 669   |
| 42161      | Electrical apparatus & equip, wiring                       |                         |                  |                          |                                 |   |                              |  |  |
|            | supp, & const material whsle .....                         | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421610     | Electrical apparatus & equip,                              |                         |                  |                          |                                 |   |                              |  |  |
|            | wiring supp, & const material                              |                         |                  |                          |                                 |   |                              |  |  |
|            | whsle .....  | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment                         |                         |                  |                          |                                 |   |                              |  |  |
|            | whsle .....  | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment                         |                         |                  |                          |                                 |   |                              |  |  |
|            | whsle .....  | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating                             |                         |                  |                          |                                 |   |                              |  |  |
|            | equipment & supplies whsle .....                           | 32                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42171      | Hardware whsle .....                                       | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421710     | Hardware whsle .....                                       | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42173      | Warm air heating & air-conditioning                        |                         |                  |                          |                                 |   |                              |  |  |
|            | equipment & supplies whsle .....                           | 12                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421730     | Warm air heating & air-                                    |                         |                  |                          |                                 |   |                              |  |  |
|            | conditioning equipment &                                   |                         |                  |                          |                                 |   |                              |  |  |
|            | supplies whsle .....                                       | 12                      | D                | D                        | D                               | b   | D                            | D  | D  |



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|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>JOHNSON CITY—KINGSPORT—BRISTOL, TN—VA MSA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                      |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4218  | Machinery, equipment, & supplies whsle .....                           | 96                      | 263 268         | 28 696                   | 6 225                           | 1 081   | 49 375                       | 43 947   | 43 990   |
| 42181   | Construction & mining (except petroleum) machinery & equip whsle ..... | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421810  | Construction & mining (except petroleum) machinery & equip whsle ..... | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42182   | Farm & garden machinery & equipment whsle .....                        | 16                      | 47 628          | 2 911                    | 699                             | 129   | 5 402                        | 9 812  | 11 036   |
| 421820  | Farm & garden machinery & equipment whsle .....                        | 16                      | 47 628          | 2 911                    | 699                             | 129   | 5 402                        | 9 812  | 11 036   |
| 4218201   | Farm machinery & equipment—farm dealers .....                          | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218202   | Farm machinery & equipment—whsle distributors .....                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183   | Industrial machinery & equipment whsle .....                           | 37                      | 59 313          | 10 502                   | 2 204                           | 331   | 16 364                       | 7 351  | 8 318  |
| 421830  | Industrial machinery & equipment whsle .....                           | 37                      | 59 313          | 10 502                   | 2 204                           | 331   | 16 364                       | 7 351  | 8 318  |
| 4218303   | General-purpose industrial machinery & equipment whsle .....           | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218305   | Materials handling equipment whsle .....                               | 10                      | 13 893          | 2 306                    | 552                             | 86  | 3 216                        | 1 787  | 2 235  |
| 42184   | Industrial supplies whsle .....  | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421840  | Industrial supplies whsle .....  | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218402   | Mechanical power transmission supplies whsle .....                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218406   | Other industrial supplies whsle .....                                  | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42186   | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421860  | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218601   | Aircraft & aeronautical equipment & supplies whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle ...                                  | 33                      | 64 980          | 6 382                    | 1 406                           | 265   | 17 344                       | 9 351  | 9 710  |
| 42193   | Recyclable material whsle .....  | 10                      | 31 228          | 2 693                    | 679                             | 97  | 7 807                        | 2 259  | 2 318  |
| 421930  | Recyclable material whsle .....  | 10                      | 31 228          | 2 693                    | 679                             | 97  | 7 807                        | 2 259  | 2 318  |
| 4219301   | Iron & steel scrap processors & dealers .....                          | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193011  | Iron & steel scrap processors (using power processing equipment) ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199   | Other miscellaneous durable goods whsle .....                          | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990  | Other miscellaneous durable goods whsle .....                          | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                | 122                     | 1 943 787       | 68 416                   | 15 949                          | 2 738   | 133 605                      | 143 905  | 166 443  |
| 4221  | Paper & paper product whsle .....                                      | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42212   | Stationery & office supplies whsle ..                                  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422120  | Stationery & office supplies whsle ..                                  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4222  | Drugs, & druggists' sundries whsle ...                                 | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42221   | Drugs, & druggists' sundries whsle ..                                  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422210  | Drugs, & druggists' sundries whsle .....                               | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222101   | General-line drugs whsle .....   | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                                 | 26                      | 781 748         | 22 605                   | 5 704                           | 927   | 39 600                       | 48 342   | 50 721   |
| 42241   | General-line grocery whsle .....                                       | 4                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 422410  | General-line grocery whsle .....                                       | 4                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224102   | General-line grocery whsle, retail cooperative .....                   | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224103   | Other general-line grocery whsle .....                                 | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42243   | Dairy products, (except dried or canned) whsle .....                   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422430  | Dairy products, (except dried or canned) whsle .....                   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4226  | Chemical & allied products whsle .....                                 | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269   | Other chemical & allied products whsle .....                           | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690  | Other chemical & allied products whsle .....                           | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902   | Other chemical & allied products whsle .....                           | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle .....                             | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42271   | Petroleum bulk stations & terminals ..                                 | 9                       | 110 331         | 5 463                    | 1 234                           | 300   | 11 605                       | 2 424  | 2 254  |
| 422710  | Petroleum bulk stations & terminals .....                              | 9                       | 110 331         | 5 463                    | 1 234                           | 300   | 11 605                       | 2 424  | 2 254  |
| 4227101   | Petroleum bulk stations & terminals (except LP) .....                  | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42271011  | Petroleum bulk stations (except LP) .....                              | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code  | Geographic area, type of operation, and kind of business       | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>JOHNSON CITY—KINGSPORT—BRISTOL, TN—VA MSA—Con.</b>     |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                          |  |                         |                 |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods—Con.                         |                         |                 |                          |                                 |   |                              |  |  |
| 4228  | Beer, wine, & distilled alcoholic beverage whsle.....          | 5                       | 66 196          | 7 779                    | 1 618                           | 212   | 15 058                       | 3 640  | 3 411  |
| 42281   | Beer & ale whsle.....  | 5                       | 66 196          | 7 779                    | 1 618                           | 212   | 15 058                       | 3 640  | 3 411  |
| 422810  | Beer & ale whsle.....  | 5                       | 66 196          | 7 779                    | 1 618                           | 212   | 15 058                       | 3 640  | 3 411  |
| 4229  | Miscellaneous nondurable goods whsle .....                     | 35                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42291   | Farm supplies whsle .....                                      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910  | Farm supplies whsle .....                                      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42292   | Book, periodical, & newspaper whsle .....                      | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422920  | Book, periodical, & newspaper whsle .....                      | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42293   | Flower, nursery stock, & florists' supplies whsle.....         | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422930  | Flower, nursery stock, & florists' supplies whsle.....         | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42294   | Tobacco & tobacco product whsle...                             | 8                       | 131 127         | 6 625                    | 1 230                           | 307   | 12 805                       | 13 281   | 13 831   |
| 422940  | Tobacco & tobacco product whsle...                             | 8                       | 131 127         | 6 625                    | 1 230                           | 307   | 12 805                       | 13 281   | 13 831   |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                           | 30                      | 141 855         | 10 543                   | 2 035                           | 245   | 22 990                       | 14 048   | 13 268   |
| 4214  | Professional & commercial equipment & supplies whsle.....      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....                   | 12                      | 41 128          | 4 921                    | 1 116                           | 132   | 9 966                        | 8 874  | 8 217  |
| 422   | Wholesale trade, nondurable goods .....                        | 19                      | 429 116         | 25 981                   | 6 830                           | 686   | 64 226                       | 8 055  | 20 668   |
| 4224  | Grocery & related products whsle .....                         | 8                       | 129 272         | 11 427                   | 2 665                           | 403   | 25 641                       | 2 129  | 2 114  |
| 42249   | Other grocery & related products whsle .....                   | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....                   | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224903   | Soft drinks whsle .....  | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4226  | Chemical & allied products whsle .....                         | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42269   | Other chemical & allied products whsle .....                   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422690  | Other chemical & allied products whsle .....                   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                           | 21                      | 230 859         | 4 126                    | 893                             | 192   | 7 500                        | 121  | 101  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle.....      | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle .....                   | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle .....                   | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle.....      | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle .....                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42152   | Coal & other mineral & ore whsle .....                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421520  | Coal & other mineral & ore whsle .....                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215201   | Coal whsle .....   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle..... | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42171   | Hardware whsle .....   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421710  | Hardware whsle .....   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                        | 25                      | 221 057         | 4 459                    | 1 188                           | 440   | 7 960                        | 2  | 3  |
| 4224  | Grocery & related products whsle .....                         | 6                       | 101 739         | 1 828                    | 383                             | 75  | 3 149                        | —  | —  |
| 4225  | Farm-product raw material whsle .....                          | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42259   | Other farm product raw material whsle .....                    | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422590  | Other farm product raw material whsle .....                    | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225902   | Leaf tobacco whsle .....                                       | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle .....                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code               | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>LYNCHBURG, VA MSA</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| 42                       | <b>Wholesale trade .....</b>  | <b>224</b>              | <b>1 531 823</b> | <b>79 337</b>            | <b>17 509</b>                   | <b>2 674</b>  | <b>159 611</b>               | <b>102 344</b>                                 | <b>129 343</b>                                 |
| 421                      | Wholesale trade, durable goods .....                                    | 145                     | 357 799          | 38 543                   | 8 727                           | 1 336   | 70 643                       | 39 454   | 44 150   |
| 4211                     | Motor vehicle & motor vehicle parts & supplies whsle .....              | 22                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42111                    | Automobile & other motor vehicle whsle .....                            | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421110                   | Automobile & other motor vehicle whsle .....                            | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211102                  | Bus & recreational vehicle whsle .....                                  | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114                    | Motor vehicle parts, (used) whsle ...                                   | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140                   | Motor vehicle parts, (used) whsle .                                     | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212                     | Furniture & home furnishings whsle ...                                  | 14                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42121                    | Furniture whsle .....   | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421210                   | Furniture whsle .....   | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213                     | Lumber & other construction materials whsle .....                       | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42131                    | Lumber, plywood, millwork, & wood panel whsle .....                     | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421310                   | Lumber, plywood, millwork, & wood panel whsle .....                     | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214                     | Professional & commercial equipment & supplies whsle .....              | 14                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4215                     | Metal & mineral (except petroleum) whsle .....                          | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42151                    | Metal service centers & offices .....                                   | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421510                   | Metal service centers & offices ...                                     | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4215101                  | Ferrous metal service centers & sales offices .....                     | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42151011                 | Ferrous metal service centers .....                                     | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4216                     | Electrical goods whsle .....  | 17                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42161                    | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421610                   | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42169                    | Other electronic parts & equipment whsle .....                          | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421690                   | Other electronic parts & equipment whsle .....                          | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4216902                  | Electronic parts (excluding communications equipment) whsle .....       | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4217                     | Hardware, & plumbing & heating equipment & supplies whsle .....         | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42171                    | Hardware whsle .....  | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421710                   | Hardware whsle .....  | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4218                     | Machinery, equipment, & supplies whsle .....                            | 38                      | 76 119           | 10 360                   | 2 204                           | 297   | 17 147                       | 11 366   | 13 274   |
| 42182                    | Farm & garden machinery & equipment whsle .....                         | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421820                   | Farm & garden machinery & equipment whsle .....                         | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218201                  | Farm machinery & equipment—farm dealers .....                           | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42183                    | Industrial machinery & equipment whsle .....                            | 12                      | 25 632           | 4 250                    | 995                             | 117   | 6 720                        | 1 668  | 1 496  |
| 421830                   | Industrial machinery & equipment whsle .....                            | 12                      | 25 632           | 4 250                    | 995                             | 117   | 6 720                        | 1 668  | 1 496  |
| 4218305                  | Materials handling equipment whsle .....                                | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42184                    | Industrial supplies whsle .....   | 11                      | 21 689           | 2 753                    | 553                             | 78  | 5 074                        | 2 644  | 3 388  |
| 421840                   | Industrial supplies whsle .....   | 11                      | 21 689           | 2 753                    | 553                             | 78  | 5 074                        | 2 644  | 3 388  |
| 4219                     | Miscellaneous durable goods whsle ...                                   | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42193                    | Recyclable material whsle .....   | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421930                   | Recyclable material whsle .....   | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42199                    | Other miscellaneous durable goods whsle .....                           | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421990                   | Other miscellaneous durable goods whsle .....                           | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code                    | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|-------------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>LYNCHBURG, VA MSA—Con.</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>                     | <b>Wholesale trade—Con.</b>   |                         |                  |                          |                                 |   |                              |  |  |
| 422                           | Wholesale trade, nondurable goods . . . .                           | 79                      | 1 174 024        | 40 794                   | 8 782                           | 1 338   | 88 968                       | 62 890   | 85 193   |
| 4221                          | Paper & paper product whsle . . . . .                               | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4222                          | Drugs, & druggists' sundries whsle . . . .                          | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42221                         | Drugs, & druggists' sundries whsle . . . .                          | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422210                        | Drugs, & druggists' sundries whsle . . . . .                        | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4222101                       | General-line drugs whsle . . . . .                                  | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4223                          | Apparel, piece goods, & notions whsle . . . .                       | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42234                         | Footwear whsle . . . . .  | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422340                        | Footwear whsle . . . . .  | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4224                          | Grocery & related products whsle . . . . .                          | 20                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42249                         | Other grocery & related products whsle . . . . .                    | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422490                        | Other grocery & related products whsle . . . . .                    | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4225                          | Farm-product raw material whsle . . . . .                           | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4226                          | Chemical & allied products whsle . . . . .                          | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42269                         | Other chemical & allied products whsle . . . . .                    | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422690                        | Other chemical & allied products whsle . . . . .                    | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4227                          | Petroleum & petroleum products whsle . . . . .                      | 17                      | 351 708          | 5 985                    | 1 474                           | 305   | 20 624                       | 13 050   | 14 669   |
| 42271                         | Petroleum bulk stations & terminals . . . . .                       | 14                      | 342 306          | 5 457                    | 1 322                           | 266   | 19 398                       | 12 926   | 14 542   |
| 422710                        | Petroleum bulk stations & terminals . . . . .                       | 14                      | 342 306          | 5 457                    | 1 322                           | 266   | 19 398                       | 12 926   | 14 542   |
| 4227101                       | Petroleum bulk stations & terminals (except LP) . . . . .           | 14                      | 342 306          | 5 457                    | 1 322                           | 266   | 19 398                       | 12 926   | 14 542   |
| 42271011                      | Petroleum bulk stations (except LP) . . . . .                       | 10                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4228                          | Beer, wine, & distilled alcoholic beverage whsle . . . . .          | 3                       | 32 537           | 4 038                    | 905                             | 125   | 6 374                        | 1 758  | 1 691  |
| 42281                         | Beer & ale whsle . . . . .  | 3                       | 32 537           | 4 038                    | 905                             | 125   | 6 374                        | 1 758  | 1 691  |
| 422810                        | Beer & ale whsle . . . . .  | 3                       | 32 537           | 4 038                    | 905                             | 125   | 6 374                        | 1 758  | 1 691  |
| 4229                          | Miscellaneous nondurable goods whsle . . . . .                      | 19                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42294                         | Tobacco & tobacco product whsle . . . . .                           | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422940                        | Tobacco & tobacco product whsle . . . . .                           | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422990                        | Other miscellaneous nondurable goods whsle . . . . .                | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
|                               | <b>Merchant wholesalers . . . . .</b>                               | <b>186</b>              | <b>1 058 759</b> | <b>63 978</b>            | <b>14 614</b>                   | <b>2 414</b>  | <b>131 961</b>               | <b>84 718</b>                                  | <b>110 504</b>                                 |
| 421                           | Wholesale trade, durable goods . . . . .                            | 124                     | D                | D                        | D                               | g   | D                            | D  | D  |
| 4211                          | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 22                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42111                         | Automobile & other motor vehicle whsle . . . . .                    | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421110                        | Automobile & other motor vehicle whsle . . . . .                    | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211102                       | Bus & recreational vehicle whsle . . . . .                          | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114                         | Motor vehicle parts, (used) whsle . . . . .                         | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140                        | Motor vehicle parts, (used) whsle . . . . .                         | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212                          | Furniture & home furnishings whsle . . . . .                        | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42121                         | Furniture whsle . . . . .   | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421210                        | Furniture whsle . . . . .   | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213                          | Lumber & other construction materials whsle . . . . .               | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214                          | Professional & commercial equipment & supplies whsle . . . . .      | 14                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4215                          | Metal & mineral (except petroleum) whsle . . . . .                  | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42151                         | Metal service centers & offices . . . . .                           | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421510                        | Metal service centers & offices . . . . .                           | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4215101                       | Ferrous metal service centers & sales offices . . . . .             | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216                          | Electrical goods whsle . . . . .                                    | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4217                          | Hardware, & plumbing & heating equipment & supplies whsle . . . . . | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42171                         | Hardware whsle . . . . .  | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421710                        | Hardware whsle . . . . .  | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4218                          | Machinery, equipment, & supplies whsle . . . . .                    | 32                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42182                         | Farm & garden machinery & equipment whsle . . . . .                 | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421820                        | Farm & garden machinery & equipment whsle . . . . .                 | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218201                       | Farm machinery & equipment—farm dealers . . . . .                   | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42183                         | Industrial machinery & equipment whsle . . . . .                    | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421830                        | Industrial machinery & equipment whsle . . . . .                    | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42184                         | Industrial supplies whsle . . . . .                                 | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421840                        | Industrial supplies whsle . . . . .                                 | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code   | Geographic area, type of operation, and kind of business  | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>LYNCHBURG, VA MSA—Con.</b>                                    |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                                 |   |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods—Con.                       |                         |                 |                          |                                 |   |                              |  |  |
| 4219   | Miscellaneous durable goods whsle . . .                   | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193  | Recyclable material whsle . . . . .                       | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421930   | Recyclable material whsle . . . . .                       | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199  | Other miscellaneous durable goods whsle . . . . .         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990   | Other miscellaneous durable goods whsle . . . . .         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .               | 62                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4221   | Paper & paper product whsle . . . . .                     | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4222   | Drugs, & druggists' sundries whsle . . . . .              | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42221  | Drugs, & druggists' sundries whsle . . . . .              | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422210   | Drugs, & druggists' sundries whsle . . . . .              | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222101  | General-line drugs whsle . . . . .                        | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle . . . . .           | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . . .                | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249  | Other grocery & related products whsle . . . . .          | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle . . . . .          | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . . .                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle . . . . .          | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle . . . . .          | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .            | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals . . . . .             | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals . . . . .             | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . . | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .             | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .            | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . . . . .</b> |   |                         |                 |                          |                                 |   |                              |  |  |
|  |   | <b>15</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422  | Wholesale trade, nondurable goods . . . . .               | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .            | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals . . . . .             | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals . . . . .             | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . . | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b>       |   |                         |                 |                          |                                 |   |                              |  |  |
|  |   | <b>23</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                  | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216   | Electrical goods whsle . . . . .                          | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169  | Other electronic parts & equipment whsle . . . . .        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690   | Other electronic parts & equipment whsle . . . . .        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .               | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle . . . . .           | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42234  | Footwear whsle . . . . .                                  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422340   | Footwear whsle . . . . .                                  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225   | Farm-product raw material whsle . . . . .                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code  | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>                                    | <b>1 585</b>            | <b>8 973 059</b> | <b>649 306</b>           | <b>153 999</b>                  | <b>21 645</b>   | <b>1 262 637</b>             | <b>762 940</b>                                 | <b>778 110</b>                                 |
| 421   | Wholesale trade, durable goods .....                            | 1 037                   | 3 629 259        | 374 993                  | 89 765                          | 11 521  | 704 485                      | 473 704  | 477 213  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle .....      | 133                     | 395 485          | 32 605                   | 7 514                           | 1 488   | 64 393                       | 50 025   | 51 627   |
| 42111   | Automobile & other motor vehicle whsle .....                    | 34                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle .....                    | 34                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 4211101   | Automobile & motorcycle whsle .....                             | 21                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4211104   | Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....     | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4211105   | Heavy truck & tractor (over 26,000 lb) whsle .....              | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42112   | Motor vehicle supplies & new parts whsle .....                  | 50                      | 237 756          | 15 793                   | 3 716                           | 537   | 34 097                       | 32 938   | 31 034   |
| 421120  | Motor vehicle supplies & new parts whsle .....                  | 50                      | 237 756          | 15 793                   | 3 716                           | 537   | 34 097                       | 32 938   | 31 034   |
| 4211201   | Motor vehicle supplies & new parts—warehouse distributors ..... | 19                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211202   | Motor vehicle supplies & new parts—jobbers .....                | 27                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42113   | Tire & tube whsle .....   | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421130  | Tire & tube whsle .....   | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114   | Motor vehicle parts, (used) whsle .....                         | 41                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421140  | Motor vehicle parts, (used) whsle .....                         | 41                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4212  | Furniture & home furnishings whsle .....                        | 55                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42121   | Furniture whsle .....   | 25                      | 52 694           | 6 992                    | 1 735                           | 197   | 11 147                       | 2 943  | 4 285  |
| 421210  | Furniture whsle .....   | 25                      | 52 694           | 6 992                    | 1 735                           | 197   | 11 147                       | 2 943  | 4 285  |
| 4212101   | Household & lawn furniture whsle .....                          | 12                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102   | Office & business furniture whsle .....                         | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42122   | Home furnishings whsle .....                                    | 30                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421220  | Home furnishings whsle .....                                    | 30                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4212202   | Linens, domestics, draperies, & curtains whsle .....            | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212203   | Floor coverings whsle .....                                     | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle .....               | 61                      | 359 378          | 32 053                   | 8 064                           | 974   | 58 082                       | 49 276   | 48 277   |
| 42131   | Lumber, plywood, millwork, & wood panel whsle .....             | 23                      | 266 802          | 22 637                   | 5 625                           | 663   | 39 439                       | 37 049   | 35 874   |
| 421310  | Lumber, plywood, millwork, & wood panel whsle .....             | 23                      | 266 802          | 22 637                   | 5 625                           | 663   | 39 439                       | 37 049   | 35 874   |
| 4213101   | Lumber without yard whsle .....                                 | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213102   | Lumber with yard whsle .....                                    | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4213103   | Plywood, veneer, millwork, & wood panel whsle .....             | 14                      | 113 236          | 11 161                   | 2 601                           | 342   | 21 333                       | 18 765   | 17 977   |
| 42132   | Brick, stone, & related construction materials whsle .....      | 15                      | 54 693           | 3 586                    | 873                             | 121   | 7 557                        | 5 344  | 6 071  |
| 421320  | Brick, stone, & related construction materials whsle .....      | 15                      | 54 693           | 3 586                    | 873                             | 121   | 7 557                        | 5 344  | 6 071  |
| 4213202   | Sand, gravel, & stone whsle .....                               | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213203   | Cement, lime, & related products whsle .....                    | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42133   | Roofing, siding, & insulation material whsle .....              | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421330  | Roofing, siding, & insulation material whsle .....              | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4213301   | Roofing, siding, & insulation material whsle .....              | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42139   | Other construction materials whsle .....                        | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421390  | Other construction materials whsle .....                        | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213901   | Flat glass & other construction glass whsle .....               | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle .....      | 171                     | 553 009          | 78 648                   | 19 532                          | 2 050   | 132 317                      | 41 608   | 45 306   |
| 42142   | Office equipment whsle .....                                    | 45                      | 166 193          | 25 902                   | 6 521                           | 726   | 42 437                       | 11 770   | 11 572   |
| 421420  | Office equipment whsle .....                                    | 45                      | 166 193          | 25 902                   | 6 521                           | 726   | 42 437                       | 11 770   | 11 572   |
| 42143   | Computer & computer peripheral equipment & software whsle ..... | 54                      | 237 568          | 33 052                   | 7 952                           | 722   | 53 053                       | 8 729  | 10 434   |
| 421430  | Computer & computer peripheral equipment & software whsle ..... | 54                      | 237 568          | 33 052                   | 7 952                           | 722   | 53 053                       | 8 729  | 10 434   |
| 4214301   | Computer & peripheral equipment whsle .....                     | 46                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42143011  | Computers & peripheral equipment for resale .....               | 15                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42143012  | Computers & peripheral equipment for end use .....              | 31                      | 210 933          | 30 839                   | 7 440                           | 660   | 48 497                       | 7 507  | 8 575  |
| 42144   | Other commercial equipment whsle .....                          | 20                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421440  | Other commercial equipment whsle .....                          | 20                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4214401   | Restaurant & hotel equipment & supplies whsle .....             | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214402   | Store machines & equipment whsle .....                          | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA—Con.</b>                  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4214       | Professional & commercial equipment & supplies whsle—Con.                   |                         |                 |                          |                                 |   |                              |  |  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 27                      | 64 530          | 6 962                    | 1 596                           | 196   | 13 612                       | 8 096  | 11 384   |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 27                      | 64 530          | 6 962                    | 1 596                           | 196   | 13 612                       | 8 096  | 11 384   |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42146      | Ophthalmic goods whsle . . . . .  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421460     | Ophthalmic goods whsle . . . . .  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42149      | Other professional equipment & supplies whsle . . . . .                     | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421490     | Other professional equipment & supplies whsle . . . . .                     | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214902    | Other professional equipment & supplies whsle . . . . .                     | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151      | Metal service centers & offices . . . . .                                   | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421510     | Metal service centers & offices . . . . .                                   | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | 26                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151011   | Ferrous metal service centers . . . . .                                     | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215102    | Nonferrous metal service centers & sales offices . . . . .                  | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151021   | Nonferrous metal service centers . . . . .                                  | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .  | 126                     | 451 423         | 46 101                   | 11 569                          | 1 303   | 80 577                       | 48 266   | 43 259   |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 48                      | 164 462         | 15 239                   | 3 920                           | 455   | 27 002                       | 26 615   | 26 798   |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 48                      | 164 462         | 15 239                   | 3 920                           | 455   | 27 002                       | 26 615   | 26 798   |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 61                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 61                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | 37                      | 124 554         | 21 954                   | 5 529                           | 535   | 37 197                       | 12 854   | 8 560  |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 103                     | 350 076         | 24 329                   | 5 717                           | 832   | 51 441                       | 49 440   | 43 128   |
| 42171      | Hardware whsle . . . . .  | 48                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421710     | Hardware whsle . . . . .  | 48                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 19                      | 160 179         | 5 237                    | 1 174                           | 173   | 12 587                       | 17 423   | 11 309   |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 19                      | 160 179         | 5 237                    | 1 174                           | 173   | 12 587                       | 17 423   | 11 309   |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 27                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 27                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42174      | Refrigeration equipment & supplies whsle . . . . .                          | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421740     | Refrigeration equipment & supplies whsle . . . . .                          | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 247                     | 723 744         | 86 979                   | 20 196                          | 2 554   | 156 687                      | 114 583  | 119 654  |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 32                      | 177 896         | 14 402                   | 3 232                           | 391   | 29 090                       | 41 596   | 43 124   |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 32                      | 177 896         | 14 402                   | 3 232                           | 391   | 29 090                       | 41 596   | 43 124   |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | 14                      | 35 941          | 4 579                    | 1 022                           | 178   | 8 087                        | 10 751   | 11 177   |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | 14                      | 35 941          | 4 579                    | 1 022                           | 178   | 8 087                        | 10 751   | 11 177   |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                     | 4                       | 15 026          | 2 007                    | 427                             | 62  | 3 247                        | 4 509  | 4 932  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA—Con.</b>              |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4218       | Machinery, equipment, & supplies whsle—Con.                             |                         |                 |                          |                                 |   |                              |  |  |
| 42183      | Industrial machinery & equipment whsle .....                            | 78                      | 197 187         | 31 305                   | 7 505                           | 912   | 52 051                       | 24 733   | 26 600   |
| 421830     | Industrial machinery & equipment whsle .....                            | 78                      | 197 187         | 31 305                   | 7 505                           | 912   | 52 051                       | 24 733   | 26 600   |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....   | 8                       | 23 922          | 4 203                    | 863                             | 118   | 6 275                        | 2 272  | 2 585  |
| 42183021   | Hydraulic & pneumatic pumps & motors whsle .....                        | 5                       | 19 885          | 3 466                    | 714                             | 93  | 4 956                        | 1 840  | 2 079  |
| 4218303    | General-purpose industrial machinery & equipment whsle .                | 28                      | 84 407          | 17 148                   | 4 124                           | 472   | 27 806                       | 16 808   | 17 384   |
| 4218305    | Materials handling equipment whsle .....                                | 16                      | 61 097          | 4 918                    | 1 108                           | 160   | 8 459                        | 3 457  | 3 793  |
| 4218307    | Other industrial machinery & equipment whsle .....                      | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42184      | Industrial supplies whsle .....   | 68                      | 211 198         | 24 545                   | 5 896                           | 644   | 46 905                       | 25 135   | 26 364   |
| 421840     | Industrial supplies whsle .....   | 68                      | 211 198         | 24 545                   | 5 896                           | 644   | 46 905                       | 25 135   | 26 364   |
| 4218401    | General-line industrial supplies whsle .....                            | 9                       | 33 157          | 4 755                    | 1 056                           | 142   | 8 650                        | 4 004  | 4 154  |
| 4218402    | Mechanical power transmission supplies whsle .....                      | 14                      | 69 827          | 4 746                    | 1 222                           | 116   | 9 466                        | 7 073  | 8 080  |
| 4218403    | Welding supplies whsle .....  | 13                      | 27 793          | 4 261                    | 1 095                           | 115   | 8 481                        | 4 916  | 4 729  |
| 4218405    | Industrial valves & fittings (except fluid-power) whsle ....            | 10                      | 36 306          | 4 608                    | 1 028                           | 111   | 9 568                        | 4 931  | 4 496  |
| 4218406    | Other industrial supplies whsle .                                       | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42185      | Service establishment equipment & supplies whsle .....                  | 32                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421850     | Service establishment equipment & supplies whsle .....                  | 32                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218501    | Beauty & barber shop equipment & supplies whsle . .                     | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218502    | Custodial, janitors' equipment & supplies whsle .....                   | 8                       | 9 713           | 1 530                    | 349                             | 67  | 2 678                        | 690  | 670  |
| 4218504    | Other service establishment equipment & supplies whsle . .              | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218602    | Marine machinery, equipment, & supplies whsle .....                     | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle ...                                   | 108                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42191      | Sporting & recreational goods & supplies whsle .....                    | 34                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421910     | Sporting & recreational goods & supplies whsle .....                    | 34                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42192      | Toy & hobby goods & supplies whsle .....                                | 7                       | 60 017          | 4 076                    | 932                             | 110   | 13 295                       | 10 432   | 10 531   |
| 421920     | Toy & hobby goods & supplies whsle .....                                | 7                       | 60 017          | 4 076                    | 932                             | 110   | 13 295                       | 10 432   | 10 531   |
| 42193      | Recyclable material whsle .....   | 24                      | 122 001         | 10 937                   | 2 334                           | 368   | 25 833                       | 1 708  | 1 843  |
| 421930     | Recyclable material whsle .....   | 24                      | 122 001         | 10 937                   | 2 334                           | 368   | 25 833                       | 1 708  | 1 843  |
| 4219301    | Iron & steel scrap processors & dealers .....                           | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) .....  | 8                       | 77 530          | 4 680                    | 1 068                           | 157   | 12 786                       | 1 128  | 1 171  |
| 4219302    | Recyclable paper & paperboard whsle .....                               | 5                       | 35 061          | 4 601                    | 866                             | 151   | 10 059                       | 175  | 167  |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | 14                      | 13 981          | 1 019                    | 243                             | 51  | 2 316                        | 1 938  | 1 689  |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | 14                      | 13 981          | 1 019                    | 243                             | 51  | 2 316                        | 1 938  | 1 689  |
| 4219401    | Jewelry, watch, diamonds, precious stone, & silverware whsle .....      | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle .....                           | 29                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle .....                           | 29                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4219903    | General merchandise (durable goods) whsle .....                         | 12                      | 7 248           | 835                      | 211                             | 36  | 1 895                        | 716  | 726  |
| 4219904    | Prerecorded media whsle .....   | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle ..... | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |



**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

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|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . . .                                 | 548                     | 5 343 800       | 274 313                  | 64 234                          | 10 124  | 558 152                      | 289 236  | 300 897  |
| 4221   | Paper & paper product whsle . . . . .                                       | 57                      | 206 701         | 19 810                   | 4 771                           | 614   | 35 102                       | 15 911   | 16 221   |
| 42212  | Stationery & office supplies whsle . . . . .                                | 35                      | 98 283          | 9 949                    | 2 386                           | 346   | 18 052                       | 6 483  | 6 831  |
| 422120   | Stationery & office supplies whsle . . . . .                                | 35                      | 98 283          | 9 949                    | 2 386                           | 346   | 18 052                       | 6 483  | 6 831  |
| 42213  | Industrial & personal service paper whsle . . . . .                         | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422130   | Industrial & personal service paper whsle . . . . .                         | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222   | Drugs, & druggists' sundries whsle . . . . .                                | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42221  | Drugs, & druggists' sundries whsle . . . . .                                | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422210   | Drugs, & druggists' sundries whsle . . . . .                                | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4222102  | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle . . . . .                             | 61                      | 130 758         | 9 598                    | 2 380                           | 363   | 21 695                       | 8 493  | 10 174   |
| 42232  | Men's & boys' clothing & furnishings whsle . . . . .                        | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422320   | Men's & boys' clothing & furnishings whsle . . . . .                        | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42233  | Women's, children's, & infants' clothing & accessories whsle . . . . .      | 22                      | 39 620          | 1 358                    | 316                             | 65  | 3 173                        | 548  | 849  |
| 422330   | Women's, children's, & infants' clothing & accessories whsle . . . . .      | 22                      | 39 620          | 1 358                    | 316                             | 65  | 3 173                        | 548  | 849  |
| 4224   | Grocery & related products whsle . . . . .                                  | 188                     | 3 140 823       | 140 119                  | 31 518                          | 5 573   | 275 443                      | 108 489  | 113 732  |
| 42241  | General-line grocery whsle . . . . .  | 16                      | 251 619         | 14 439                   | 3 653                           | 415   | 26 016                       | 10 338   | 10 369   |
| 422410   | General-line grocery whsle . . . . .  | 16                      | 251 619         | 14 439                   | 3 653                           | 415   | 26 016                       | 10 338   | 10 369   |
| 4224103  | Other general-line grocery whsle . . . . .                                  | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42242  | Packaged frozen food whsle . . . . .  | 34                      | 545 035         | 16 728                   | 3 543                           | 576   | 35 654                       | 34 138   | 38 555   |
| 422420   | Packaged frozen food whsle . . . . .  | 34                      | 545 035         | 16 728                   | 3 543                           | 576   | 35 654                       | 34 138   | 38 555   |
| 42244  | Poultry & poultry product whsle . . . . .                                   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422440   | Poultry & poultry product whsle . . . . .                                   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42245  | Confectionery whsle . . . . .   | 12                      | 391 765         | 19 146                   | 4 303                           | 612   | 37 752                       | 2 084  | 2 256  |
| 422450   | Confectionery whsle . . . . .   | 12                      | 391 765         | 19 146                   | 4 303                           | 612   | 37 752                       | 2 084  | 2 256  |
| 42246  | Fish & seafood whsle . . . . .  | 40                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422460   | Fish & seafood whsle . . . . .  | 40                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42247  | Meat & meat product whsle . . . . .   | 21                      | 107 865         | 7 154                    | 1 686                           | 297   | 13 591                       | 2 433  | 2 664  |
| 422470   | Meat & meat product whsle . . . . .   | 21                      | 107 865         | 7 154                    | 1 686                           | 297   | 13 591                       | 2 433  | 2 664  |
| 42248  | Fresh fruit & vegetable whsle . . . . .                                     | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422480   | Fresh fruit & vegetable whsle . . . . .                                     | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42249  | Other grocery & related products whsle . . . . .                            | 51                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle . . . . .                            | 51                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 4224902  | Bread & baked goods whsle . . . . .   | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224903  | Soft drinks whsle . . . . .   | 16                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224904  | Canned goods whsle . . . . .  | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224905  | Food & beverage basic materials whsle . . . . .                             | 3                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224906  | Other grocery specialties whsle . . . . .                                   | 14                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4225   | Farm-product raw material whsle . . . . .                                   | 18                      | 294 106         | 4 829                    | 836                             | 140   | 11 235                       | 16 464   | 15 230   |
| 42251  | Grain & field bean whsle . . . . .  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422510   | Grain & field bean whsle . . . . .  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42259  | Other farm product raw material whsle . . . . .                             | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422590   | Other farm product raw material whsle . . . . .                             | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225905  | Other farm-product raw material whsle . . . . .                             | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . . .                                  | 53                      | 303 200         | 30 095                   | 8 988                           | 917   | 58 670                       | 37 519   | 52 856   |
| 42261  | Plastics materials & basic forms & shapes whsle . . . . .                   | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422610   | Plastics materials & basic forms & shapes whsle . . . . .                   | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle . . . . .                            | 40                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle . . . . .                            | 40                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4226902  | Other chemical & allied products whsle . . . . .                            | 37                      | D               | D                        | D                               | f   | D                            | D  | D  |

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|------------|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA—Con.</b>             |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                  |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                                 |                         |                  |                          |                                 |   |                              |  |  |
| 4227       | Petroleum & petroleum products   |                         |                  |                          |                                 |   |                              |  |  |
|            | whsle .....  | 38                      | 666 556          | 15 459                   | 3 428                           | 407   | 33 756                       | 49 111   | 45 855   |
| 42271      | Petroleum bulk stations & terminals .                                  | 22                      | 552 606          | 12 028                   | 2 602                           | 303   | 26 390                       | 40 915   | 37 366   |
| 422710     | Petroleum bulk stations & terminals .....                              | 22                      | 552 606          | 12 028                   | 2 602                           | 303   | 26 390                       | 40 915   | 37 366   |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | 21                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) .....                              | 15                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271012   | Petroleum bulk terminals (except LP) .....                             | 6                       | 389 044          | 2 603                    | 663                             | 65  | 9 251                        | 34 439   | 31 883   |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 16                      | 113 950          | 3 431                    | 826                             | 104   | 7 366                        | 8 196  | 8 489  |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ...   | 16                      | 113 950          | 3 431                    | 826                             | 104   | 7 366                        | 8 196  | 8 489  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle .....                 | 11                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42281      | Beer & ale whsle .....   | 5                       | 176 512          | 19 277                   | 4 249                           | 617   | 36 114                       | 8 699  | 8 752  |
| 422810     | Beer & ale whsle .....   | 5                       | 176 512          | 19 277                   | 4 249                           | 617   | 36 114                       | 8 699  | 8 752  |
| 42282      | Wine & distilled alcoholic beverage whsle .....                        | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 422820     | Wine & distilled alcoholic beverage whsle .....                        | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle ....         | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle .....                             | 99                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42291      | Farm supplies whsle .....  | 17                      | 120 453          | 5 053                    | 1 240                           | 187   | 20 349                       | 15 345   | 11 116   |
| 422910     | Farm supplies whsle .....  | 17                      | 120 453          | 5 053                    | 1 240                           | 187   | 20 349                       | 15 345   | 11 116   |
| 4229101    | Farm supplies—farm dealers ...   | 7                       | 10 227           | 714                      | 181                             | 38  | 1 457                        | 1 056  | 1 226  |
| 4229102    | Farm supplies—whsle distributors .....                                 | 10                      | 110 226          | 4 339                    | 1 059                           | 149   | 18 892                       | 14 289   | 9 890  |
| 42292      | Book, periodical, & newspaper whsle .....                              | 16                      | 47 536           | 6 648                    | 1 544                           | 255   | 16 771                       | 3 906  | 3 045  |
| 422920     | Book, periodical, & newspaper whsle .....                              | 16                      | 47 536           | 6 648                    | 1 544                           | 255   | 16 771                       | 3 906  | 3 045  |
| 42293      | Flower, nursery stock, & florists' supplies whsle .....                | 16                      | 29 437           | 2 306                    | 582                             | 134   | 4 759                        | 1 048  | 1 265  |
| 422930     | Flower, nursery stock, & florists' supplies whsle .....                | 16                      | 29 437           | 2 306                    | 582                             | 134   | 4 759                        | 1 048  | 1 265  |
| 42294      | Tobacco & tobacco product whsle . .                                    | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422940     | Tobacco & tobacco product whsle .                                      | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42299      | Other miscellaneous nondurable goods whsle .....                       | 39                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle .....                       | 39                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229901    | Art goods whsle .....  | 18                      | 8 066            | 2 075                    | 449                             | 79  | 3 705                        | 1 155  | 878  |
| 4229904    | Other nondurable goods whsle .   | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers .....</b>                                      | <b>1 325</b>            | <b>6 020 728</b> | <b>506 882</b>           | <b>118 064</b>                  | <b>17 382</b>   | <b>996 473</b>               | <b>677 726</b>                                 | <b>695 115</b>                                 |
| 421        | Wholesale trade, durable goods .....                                   | 894                     | D                | D                        | D                               | i   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....             | 123                     | D                | D                        | D                               | f   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle .....                           | 29                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle .....                           | 29                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4211101    | Automobile & motorcycle whsle .  | 19                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle .....                     | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle .....                         | 45                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle .....                         | 45                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors .            | 17                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211202    | Motor vehicle supplies & new parts—jobbers .....                       | 24                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42113      | Tire & tube whsle .....  | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421130     | Tire & tube whsle .....  | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle ...                                  | 41                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle .                                    | 41                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle ...                                 | 47                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42121      | Furniture whsle .....  | 20                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421210     | Furniture whsle .....  | 20                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212101    | Household & lawn furniture whsle .....                                 | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102    | Office & business furniture whsle .....                                | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42122      | Home furnishings whsle .....   | 27                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421220     | Home furnishings whsle .....   | 27                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4212202    | Linens, domestics, draperies, & curtains whsle .....                   | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212203    | Floor coverings whsle .....  | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code   | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                           |   |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4213   | Lumber & other construction materials whsle .....                       | 39                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42131  | Lumber, plywood, millwork, & wood panel whsle .....                     | 17                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421310   | Lumber, plywood, millwork, & wood panel whsle .....                     | 17                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213101  | Lumber without yard whsle .....   | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213102  | Lumber with yard whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213103  | Plywood, veneer, millwork, & wood panel whsle .....                     | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42132  | Brick, stone, & related construction materials whsle .....              | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421320   | Brick, stone, & related construction materials whsle .....              | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213202  | Sand, gravel, & stone whsle .....                                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42139  | Other construction materials whsle ..                                   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421390   | Other construction materials whsle ..                                   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214   | Professional & commercial equipment & supplies whsle .....              | 149                     | 360 313         | 57 062                   | 13 637                          | 1 741   | 98 362                       | 37 399   | 41 138   |
| 42142  | Office equipment whsle .....  | 38                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421420   | Office equipment whsle .....  | 38                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42143  | Computer & computer peripheral equipment & software whsle .....         | 46                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421430   | Computer & computer peripheral equipment & software whsle .....         | 46                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214301  | Computer & peripheral equipment whsle .....                             | 39                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42143011   | Computers & peripheral equipment for resale .....                       | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use .....                      | 27                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42144  | Other commercial equipment whsle ..                                     | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421440   | Other commercial equipment whsle ..                                     | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214401  | Restaurant & hotel equipment & supplies whsle .....                     | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214402  | Store machines & equipment whsle .....                                  | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42145  | Medical, dental, & hospital equipment & supplies whsle .....            | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421450   | Medical, dental, & hospital equipment & supplies whsle .....            | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214501  | Surgical, medical, & hospital supplies whsle .....                      | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42146  | Ophthalmic goods whsle .....  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421460   | Ophthalmic goods whsle .....  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42149  | Other professional equipment & supplies whsle .....                     | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421490   | Other professional equipment & supplies whsle .....                     | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215   | Metal & mineral (except petroleum) whsle .....                          | 30                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151  | Metal service centers & offices .....                                   | 30                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421510   | Metal service centers & offices ..                                      | 30                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215101  | Ferrous metal service centers & sales offices .....                     | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151011   | Ferrous metal service centers .....                                     | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215102  | Nonferrous metal service centers & sales offices .....                  | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151021   | Nonferrous metal service centers .....                                  | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216   | Electrical goods whsle .....  | 100                     | 306 065         | 35 405                   | 8 074                           | 1 057   | 64 737                       | 43 684   | 38 560   |
| 42161  | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 35                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421610   | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 35                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42162  | Electrical appliance, television & radio set whsle .....                | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421620   | Electrical appliance, television & radio set whsle .....                | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169  | Other electronic parts & equipment whsle .....                          | 49                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421690   | Other electronic parts & equipment whsle .....                          | 49                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4216901  | Communications equipment & supplies whsle .....                         | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4216902  | Electronic parts (excluding communications equipment) whsle .....       | 21                      | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code   | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                           |  |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whsle .....        | 87                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42171  | Hardware whsle .....   | 46                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421710   | Hardware whsle .....   | 46                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42172  | Plumbing & heating equipment & supplies (hydronics) whsle .....        | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421720   | Plumbing & heating equipment & supplies (hydronics) whsle .....        | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42173  | Warm air heating & air-conditioning equipment & supplies whsle .....   | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421730   | Warm air heating & air-conditioning equipment & supplies whsle .....   | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42174  | Refrigeration equipment & supplies whsle .....                         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421740   | Refrigeration equipment & supplies whsle .....                         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle .....                           | 223                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42181  | Construction & mining (except petroleum) machinery & equip whsle ..... | 30                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421810   | Construction & mining (except petroleum) machinery & equip whsle ..... | 30                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42182  | Farm & garden machinery & equipment whsle .....                        | 14                      | 35 941          | 4 579                    | 1 022                           | 178   | 8 087                        | 10 751   | 11 177   |
| 421820   | Farm & garden machinery & equipment whsle .....                        | 14                      | 35 941          | 4 579                    | 1 022                           | 178   | 8 087                        | 10 751   | 11 177   |
| 4218202  | Farm machinery & equipment—whsle distributors .....                    | 4                       | 15 026          | 2 007                    | 427                             | 62  | 3 247                        | 4 509  | 4 932  |
| 42183  | Industrial machinery & equipment whsle .....                           | 69                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421830   | Industrial machinery & equipment whsle .....                           | 69                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218302  | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....  | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183021   | Hydraulic & pneumatic pumps & motors whsle .....                       | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218303  | General-purpose industrial machinery & equipment whsle .....           | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218305  | Materials handling equipment whsle .....                               | 13                      | 59 052          | 4 626                    | 1 048                           | 150   | 7 732                        | 3 457  | 3 792  |
| 4218307  | Other industrial machinery & equipment whsle .....                     | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42184  | Industrial supplies whsle .....  | 58                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421840   | Industrial supplies whsle .....  | 58                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218401  | General-line industrial supplies whsle .....                           | 9                       | 33 157          | 4 755                    | 1 056                           | 142   | 8 650                        | 4 004  | 4 154  |
| 4218402  | Mechanical power transmission supplies whsle .....                     | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218403  | Welding supplies whsle .....   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218405  | Industrial valves & fittings (except fluid-power) whsle .....          | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218406  | Other industrial supplies whsle .....                                  | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42185  | Service establishment equipment & supplies whsle .....                 | 31                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421850   | Service establishment equipment & supplies whsle .....                 | 31                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218501  | Beauty & barber shop equipment & supplies whsle ...                    | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218502  | Custodial, janitors' equipment & supplies whsle .....                  | 8                       | 9 713           | 1 530                    | 349                             | 67  | 2 678                        | 690  | 670  |
| 4218504  | Other service establishment equipment & supplies whsle ...             | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186  | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421860   | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218602  | Marine machinery, equipment, & supplies whsle .....                    | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle ...                                  | 96                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42191  | Sporting & recreational goods & supplies whsle .....                   | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421910   | Sporting & recreational goods & supplies whsle .....                   | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42192  | Toy & hobby goods & supplies whsle .....                               | 7                       | 60 017          | 4 076                    | 932                             | 110   | 13 295                       | 10 432   | 10 531   |
| 421920   | Toy & hobby goods & supplies whsle .....                               | 7                       | 60 017          | 4 076                    | 932                             | 110   | 13 295                       | 10 432   | 10 531   |

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| NAICS code   | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                           |   |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4219   | Miscellaneous durable goods whsle—Con.                                      |                         |                 |                          |                                 |   |                              |  |  |
| 42193  | Recyclable material whsle . . . . .   | 24                      | 122 001         | 10 937                   | 2 334                           | 368   | 25 833                       | 1 708  | 1 843  |
| 421930   | Recyclable material whsle . . . . .   | 24                      | 122 001         | 10 937                   | 2 334                           | 368   | 25 833                       | 1 708  | 1 843  |
| 4219301  | Iron & steel scrap processors & dealers . . . . .                           | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | 8                       | 77 530          | 4 680                    | 1 068                           | 157   | 12 786                       | 1 128  | 1 171  |
| 4219302  | Recyclable paper & paperboard whsle . . . . .                               | 5                       | 35 061          | 4 601                    | 866                             | 151   | 10 059                       | 175  | 167  |
| 42199  | Other miscellaneous durable goods whsle . . . . .                           | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421990   | Other miscellaneous durable goods whsle . . . . .                           | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4219903  | General merchandise (durable goods) whsle . . . . .                         | 12                      | 7 248           | 835                      | 211                             | 36  | 1 895                        | 716  | 726  |
| 4219904  | Prerecorded media whsle . . . . .   | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle . . . . . | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .                                 | 431                     | D               | D                        | D                               | i   | D                            | D  | D  |
| 4221   | Paper & paper product whsle . . . . .                                       | 47                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42212  | Stationery & office supplies whsle . . . . .                                | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422120   | Stationery & office supplies whsle . . . . .                                | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42213  | Industrial & personal service paper whsle . . . . .                         | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422130   | Industrial & personal service paper whsle . . . . .                         | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222   | Drugs, & druggists' sundries whsle . . . . .                                | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42221  | Drugs, & druggists' sundries whsle . . . . .                                | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422210   | Drugs, & druggists' sundries whsle . . . . .                                | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222102  | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle . . . . .                             | 44                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42232  | Men's & boys' clothing & furnishings whsle . . . . .                        | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422320   | Men's & boys' clothing & furnishings whsle . . . . .                        | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42233  | Women's, children's, & infants' clothing & accessories whsle . . . . .      | 16                      | 5 809           | 679                      | 145                             | 35  | 1 551                        | 548  | 805  |
| 422330   | Women's, children's, & infants' clothing & accessories whsle . . . . .      | 16                      | 5 809           | 679                      | 145                             | 35  | 1 551                        | 548  | 805  |
| 4224   | Grocery & related products whsle . . . . .                                  | 143                     | 1 838 726       | 87 295                   | 18 805                          | 3 705   | 169 687                      | 104 367  | 109 908  |
| 42241  | General-line grocery whsle . . . . .  | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422410   | General-line grocery whsle . . . . .  | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224103  | Other general-line grocery whsle . . . . .                                  | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42242  | Packaged frozen food whsle . . . . .  | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422420   | Packaged frozen food whsle . . . . .  | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42244  | Poultry & poultry product whsle . . . . .                                   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422440   | Poultry & poultry product whsle . . . . .                                   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42245  | Confectionery whsle . . . . .   | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422450   | Confectionery whsle . . . . .   | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42246  | Fish & seafood whsle . . . . .  | 39                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422460   | Fish & seafood whsle . . . . .  | 39                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42247  | Meat & meat product whsle . . . . .   | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422470   | Meat & meat product whsle . . . . .   | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42248  | Fresh fruit & vegetable whsle . . . . .                                     | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422480   | Fresh fruit & vegetable whsle . . . . .                                     | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42249  | Other grocery & related products whsle . . . . .                            | 37                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle . . . . .                            | 37                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224904  | Canned goods whsle . . . . .  | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224906  | Other grocery specialties whsle . . . . .                                   | 12                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4225   | Farm-product raw material whsle . . . . .                                   | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42251  | Grain & field bean whsle . . . . .  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422510   | Grain & field bean whsle . . . . .  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . . .                                  | 44                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42261  | Plastics materials & basic forms & shapes whsle . . . . .                   | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422610   | Plastics materials & basic forms & shapes whsle . . . . .                   | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle . . . . .                            | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle . . . . .                            | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4226902  | Other chemical & allied products whsle . . . . .                            | 30                      | D               | D                        | D                               | f   | D                            | D  | D  |

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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. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code   | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA—Con.</b> |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                           |  |                         |                  |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods—Con.                                     |                         |                  |                          |                                 |   |                              |  |  |
| 4227   | Petroleum & petroleum products   |                         |                  |                          |                                 |   |                              |  |  |
|  | whsle .....  | 27                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals .                                      | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals . . . . .                              | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . .                  | 15                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                              | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42272  | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 422720   | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4228   | Beer, wine, & distilled alcoholic beverage whsle . . . . .                 | 9                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 42281  | Beer & ale whsle . . . . .   | 5                       | 176 512          | 19 277                   | 4 249                           | 617   | 36 114                       | 8 699  | 8 752  |
| 422810   | Beer & ale whsle . . . . .   | 5                       | 176 512          | 19 277                   | 4 249                           | 617   | 36 114                       | 8 699  | 8 752  |
| 4229   | Miscellaneous nondurable goods   |                         |                  |                          |                                 |   |                              |  |  |
|  | whsle .....  | 85                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42291  | Farm supplies whsle . . . . .  | 12                      | 103 600          | 4 126                    | 1 022                           | 144   | 18 453                       | 13 215   | 8 906  |
| 422910   | Farm supplies whsle . . . . .  | 12                      | 103 600          | 4 126                    | 1 022                           | 144   | 18 453                       | 13 215   | 8 906  |
| 4229102  | Farm supplies—whsle distributors . . . . .                                 | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42292  | Book, periodical, & newspaper  |                         |                  |                          |                                 |   |                              |  |  |
|  | whsle .....  | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422920   | Book, periodical, & newspaper whsle . . . . .                              | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42293  | Flower, nursery stock, & florists' supplies whsle . . . . .                | 15                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422930   | Flower, nursery stock, & florists' supplies whsle . . . . .                | 15                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42299  | Other miscellaneous nondurable goods whsle . . . . .                       | 38                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422990   | Other miscellaneous nondurable goods whsle . . . . .                       | 38                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229901  | Art goods whsle . . . . .  | 18                      | 8 066            | 2 075                    | 449                             | 79  | 3 705                        | 1 155  | 878  |
| 4229904  | Other nondurable goods whsle . . . . .                                     | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . .</b> |  | <b>118</b>              | <b>1 723 812</b> | <b>112 803</b>           | <b>28 185</b>                   | <b>2 869</b>  | <b>210 183</b>               | <b>83 895</b>                                  | <b>81 502</b>                                  |
| 421  | Wholesale trade, durable goods . . . . .                                   | 66                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whsle . . . . .                      | 19                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42131  | Lumber, plywood, millwork, & wood panel whsle . . . . .                    | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 421310   | Lumber, plywood, millwork, & wood panel whsle . . . . .                    | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42132  | Brick, stone, & related construction materials whsle . . . . .             | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421320   | Brick, stone, & related construction materials whsle . . . . .             | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213202  | Sand, gravel, & stone whsle . . . . .                                      | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214   | Professional & commercial equipment & supplies whsle . . . . .             | 13                      | 182 578          | 20 831                   | 5 753                           | 285   | 32 319                       | 4 209  | 4 168  |
| 42142  | Office equipment whsle . . . . .   | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421420   | Office equipment whsle . . . . .   | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42143  | Computer & computer peripheral equipment & software whsle . . . . .        | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421430   | Computer & computer peripheral equipment & software whsle . . . . .        | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216   | Electrical goods whsle . . . . .   | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                           | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42184  | Industrial supplies whsle . . . . .  | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421840   | Industrial supplies whsle . . . . .  | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |

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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. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code  | Geographic area, type of operation, and kind of business              | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA—Con.</b>  |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>Manufacturers' sales branches and sales offices—Con.</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods . . . .                             | 52                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4224  | Grocery & related products whsle . . . .                              | 17                      | 592 752          | 38 124                   | 8 695                           | 1 223   | 77 512                       | 4 122  | 3 824  |
| 42245   | Confectionery whsle . . . . .   | 4                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 422450  | Confectionery whsle . . . . .   | 4                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle . . . . .                      | 8                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle . . . . .                      | 8                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 4224903   | Soft drinks whsle . . . . .   | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle . . . . .                        | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271   | Petroleum bulk stations & terminals . . . . .                         | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422710  | Petroleum bulk stations & terminals . . . . .                         | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4227101   | Petroleum bulk stations & terminals (except LP) . . . . .             | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle . . . . .                        | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b>  |   |                         |                  |                          |                                 |   |                              |  |  |
|   |   | <b>142</b>              | <b>1 228 519</b> | <b>29 621</b>            | <b>7 750</b>                    | <b>1 394</b>  | <b>55 981</b>                | <b>1 319</b>                                   | <b>1 493</b>                                   |
| 421   | Wholesale trade, durable goods . . . . .                              | 77                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle . . . . .        | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle . . . . .                      | 5                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle . . . . .                      | 5                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4212  | Furniture & home furnishings whsle . . . . .                          | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42121   | Furniture whsle . . . . .   | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421210  | Furniture whsle . . . . .   | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102   | Office & business furniture whsle . . . . .                           | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle . . . . .        | 9                       | 10 118           | 755                      | 142                             | 24  | 1 636                        | —  | —  |
| 4216  | Electrical goods whsle . . . . .                                      | 12                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42169   | Other electronic parts & equipment whsle . . . . .                    | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421690  | Other electronic parts & equipment whsle . . . . .                    | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4216902   | Electronic parts (excluding communications equipment) whsle . . . . . | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle . . . . .   | 14                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42172   | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .   | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421720  | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .   | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle . . . . .                      | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42183   | Industrial machinery & equipment whsle . . . . .                      | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421830  | Industrial machinery & equipment whsle . . . . .                      | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle . . . . .                           | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . .                             | 65                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 4223  | Apparel, piece goods, & notions whsle . . . . .                       | 13                      | 41 369           | 1 320                    | 365                             | 36  | 2 468                        | 2  | 47   |
| 42232   | Men's & boys' clothing & furnishings whsle . . . . .                  | 7                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422320  | Men's & boys' clothing & furnishings whsle . . . . .                  | 7                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4224  | Grocery & related products whsle . . . .                              | 28                      | 709 345          | 14 700                   | 4 018                           | 645   | 28 244                       | —  | —  |
| 42242   | Packaged frozen food whsle . . . . .                                  | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422420  | Packaged frozen food whsle . . . . .                                  | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle . . . . .                      | 6                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle . . . . .                      | 6                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 4224905   | Food & beverage basic materials whsle . . . . .                       | 1                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 4225  | Farm-product raw material whsle . . . .                               | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42259   | Other farm product raw material whsle . . . . .                       | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422590  | Other farm product raw material whsle . . . . .                       | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4225905   | Other farm-product raw material whsle . . . . .                       | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |

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|--|---|-------------------------|-------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA—Con.</b> |   |                         |                   |                          |                                 |   |                              |  |  |
| <b>Agents, brokers, and commission merchants—Con.</b>      |   |                         |                   |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods—Con.                          |                         |                   |                          |                                 |   |                              |  |  |
| 4229   | Miscellaneous nondurable goods whsle .....                      | 7                       | D                 | D                        | D                               | a   | D                            | D  | D  |
| 42293  | Flower, nursery stock, & florists' supplies whsle .....         | 1                       | D                 | D                        | D                               | a   | D                            | D  | D  |
| 422930   | Flower, nursery stock, & florists' supplies whsle .....         | 1                       | D                 | D                        | D                               | a   | D                            | D  | D  |
| <b>RICHMOND-PETERSBURG, VA MSA</b>                         |   |                         |                   |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade .....</b>                                    | <b>1 696</b>            | <b>16 973 650</b> | <b>910 683</b>           | <b>219 977</b>                  | <b>24 147</b>   | <b>1 728 419</b>             | <b>1 119 200</b>                               | <b>1 248 386</b>                               |
| 421  | Wholesale trade, durable goods .....                            | 1 232                   | 7 923 498         | 584 463                  | 141 628                         | 15 018  | 1 050 884                    | 556 368  | 576 910  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle .....      | 128                     | 636 550           | 43 299                   | 11 579                          | 1 733   | 79 484                       | 97 060   | 106 691  |
| 42111  | Automobile & other motor vehicle whsle .....                    | 44                      | 386 012           | 24 142                   | 6 817                           | 951   | 40 573                       | 39 601   | 52 226   |
| 421110   | Automobile & other motor vehicle whsle .....                    | 44                      | 386 012           | 24 142                   | 6 817                           | 951   | 40 573                       | 39 601   | 52 226   |
| 4211101  | Automobile & motorcycle whsle .....                             | 25                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211103  | Light truck & van (14,000 lb or less) whsle .....               | 2                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211105  | Heavy truck & tractor (over 26,000 lb) whsle .....              | 17                      | 236 523           | 15 808                   | 4 634                           | 559   | 24 860                       | 22 035   | 36 924   |
| 42112  | Motor vehicle supplies & new parts whsle .....                  | 55                      | 210 015           | 10 683                   | 2 754                           | 492   | 24 043                       | 53 008   | 48 157   |
| 421120   | Motor vehicle supplies & new parts whsle .....                  | 55                      | 210 015           | 10 683                   | 2 754                           | 492   | 24 043                       | 53 008   | 48 157   |
| 4211201  | Motor vehicle supplies & new parts—warehouse distributors ..... | 23                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211202  | Motor vehicle supplies & new parts—jobbers .....                | 27                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42113  | Tire & tube whsle .....   | 8                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 421130   | Tire & tube whsle .....   | 8                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42114  | Motor vehicle parts, (used) whsle .....                         | 21                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 421140   | Motor vehicle parts, (used) whsle .....                         | 21                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4212   | Furniture & home furnishings whsle .....                        | 65                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 42121  | Furniture whsle .....   | 38                      | 154 143           | 15 928                   | 3 837                           | 474   | 30 821                       | 9 498  | 9 871  |
| 421210   | Furniture whsle .....   | 38                      | 154 143           | 15 928                   | 3 837                           | 474   | 30 821                       | 9 498  | 9 871  |
| 4212101  | Household & lawn furniture whsle .....                          | 20                      | 40 498            | 2 838                    | 730                             | 114   | 6 527                        | 2 481  | 2 755  |
| 4212102  | Office & business furniture whsle .....                         | 18                      | 113 645           | 13 090                   | 3 107                           | 360   | 24 294                       | 7 017  | 7 116  |
| 42122  | Home furnishings whsle .....                                    | 27                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 421220   | Home furnishings whsle .....                                    | 27                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4212202  | Linens, domestics, draperies, & curtains whsle .....            | 7                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4212203  | Floor coverings whsle .....                                     | 11                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whsle .....               | 60                      | 610 107           | 28 079                   | 6 014                           | 809   | 52 425                       | 26 409   | 25 755   |
| 42131  | Lumber, plywood, millwork, & wood panel whsle .....             | 33                      | 435 990           | 16 558                   | 3 565                           | 478   | 30 479                       | 16 910   | 15 995   |
| 421310   | Lumber, plywood, millwork, & wood panel whsle .....             | 33                      | 435 990           | 16 558                   | 3 565                           | 478   | 30 479                       | 16 910   | 15 995   |
| 4213101  | Lumber without yard whsle .....                                 | 10                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4213103  | Plywood, veneer, millwork, & wood panel whsle .....             | 16                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42132  | Brick, stone, & related construction materials whsle .....      | 6                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 421320   | Brick, stone, & related construction materials whsle .....      | 6                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42133  | Roofing, siding, & insulation material whsle .....              | 8                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 421330   | Roofing, siding, & insulation material whsle .....              | 8                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4213301  | Roofing, siding, & insulation material whsle .....              | 8                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42139  | Other construction materials whsle .....                        | 13                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 421390   | Other construction materials whsle .....                        | 13                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4213901  | Flat glass & other construction glass whsle .....               | 4                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4213902  | Other construction materials whsle .....                        | 9                       | D                 | D                        | D                               | c   | D                            | D  | D  |



**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>RICHMOND-PETERSBURG, VA MSA—Con.</b>                                     |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 214                     | 1 219 110       | 123 975                  | 31 792                          | 2 819   | 220 604                      | 65 164   | 64 897   |
| 42141      | Photographic equipment & supplies whsle . . . . .                           | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421410     | Photographic equipment & supplies whsle . . . . .                           | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42142      | Office equipment whsle . . . . .  | 38                      | 190 464         | 26 893                   | 7 208                           | 704   | 44 562                       | 11 416   | 11 433   |
| 421420     | Office equipment whsle . . . . .  | 38                      | 190 464         | 26 893                   | 7 208                           | 704   | 44 562                       | 11 416   | 11 433   |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 62                      | 505 271         | 47 903                   | 13 603                          | 894   | 84 680                       | 13 074   | 12 945   |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 62                      | 505 271         | 47 903                   | 13 603                          | 894   | 84 680                       | 13 074   | 12 945   |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | 52                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42143011   | Computers & peripheral equipment for resale . . . . .                       | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | 37                      | 377 093         | 37 315                   | 10 896                          | 630   | 64 844                       | 6 966  | 6 981  |
| 4214302    | Computer software (packaged) whsle . . . . .                                | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle . . . . .                                  | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle . . . . .                                  | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214401    | Restaurant & hotel equipment & supplies whsle . . . . .                     | 13                      | 24 975          | 2 566                    | 472                             | 72  | 4 158                        | 1 329  | 1 366  |
| 4214402    | Store machines & equipment whsle . . . . .                                  | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 60                      | 373 487         | 25 766                   | 5 656                           | 515   | 46 227                       | 24 778   | 23 162   |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 60                      | 373 487         | 25 766                   | 5 656                           | 515   | 46 227                       | 24 778   | 23 162   |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | 56                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214502    | Dental equipment & supplies whsle . . . . .                                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42146      | Ophthalmic goods whsle . . . . .  | 8                       | 44 528          | 10 052                   | 2 216                           | 294   | 21 384                       | 6 822  | 6 605  |
| 421460     | Ophthalmic goods whsle . . . . .  | 8                       | 44 528          | 10 052                   | 2 216                           | 294   | 21 384                       | 6 822  | 6 605  |
| 42149      | Other professional equipment & supplies whsle . . . . .                     | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421490     | Other professional equipment & supplies whsle . . . . .                     | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214902    | Other professional equipment & supplies whsle . . . . .                     | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 46                      | 1 543 642       | 49 314                   | 11 804                          | 864   | 87 219                       | 47 887   | 42 858   |
| 42151      | Metal service centers & offices . . . . .                                   | 38                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421510     | Metal service centers & offices . . . . .                                   | 38                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | 33                      | 301 859         | 17 538                   | 4 166                           | 496   | 35 153                       | 19 805   | 21 177   |
| 42151011   | Ferrous metal service centers . . . . .                                     | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151012   | Ferrous metal sales offices . . . . .                                       | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215102    | Nonferrous metal service centers & sales offices . . . . .                  | 5                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151021   | Nonferrous metal service centers . . . . .                                  | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215201    | Coal whsle . . . . .  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .  | 173                     | 1 380 124       | 103 185                  | 24 636                          | 2 200   | 174 386                      | 78 628   | 84 341   |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 90                      | 522 707         | 43 128                   | 10 291                          | 1 023   | 70 724                       | 59 850   | 63 330   |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 90                      | 522 707         | 43 128                   | 10 291                          | 1 023   | 70 724                       | 59 850   | 63 330   |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | 17                      | 411 768         | 28 377                   | 6 981                           | 585   | 52 658                       | 10 716   | 11 308   |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | 17                      | 411 768         | 28 377                   | 6 981                           | 585   | 52 658                       | 10 716   | 11 308   |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 66                      | 445 649         | 31 680                   | 7 364                           | 592   | 51 004                       | 8 062  | 9 703  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 66                      | 445 649         | 31 680                   | 7 364                           | 592   | 51 004                       | 8 062  | 9 703  |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | 39                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | 27                      | D               | D                        | D                               | c   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>RICHMOND-PETERSBURG, VA MSA—Con.</b>                                |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....        | 113                     | 472 175         | 47 837                   | 11 364                          | 1 411   | 85 054                       | 56 380   | 58 680   |
| 42171      | Hardware whsle .....   | 36                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421710     | Hardware whsle .....   | 36                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle .....        | 31                      | 141 406         | 12 473                   | 3 042                           | 435   | 21 713                       | 13 698   | 15 098   |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle .....        | 31                      | 141 406         | 12 473                   | 3 042                           | 435   | 21 713                       | 13 698   | 15 098   |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....   | 39                      | 186 711         | 20 615                   | 4 671                           | 413   | 35 989                       | 23 143   | 22 893   |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle .....   | 39                      | 186 711         | 20 615                   | 4 671                           | 413   | 35 989                       | 23 143   | 22 893   |
| 42174      | Refrigeration equipment & supplies whsle .....                         | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421740     | Refrigeration equipment & supplies whsle .....                         | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle .....                           | 327                     | 1 491 059       | 133 508                  | 31 091                          | 3 374   | 238 484                      | 144 573  | 153 921  |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle ..... | 45                      | 293 222         | 21 788                   | 5 254                           | 564   | 40 650                       | 61 455   | 60 978   |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle ..... | 45                      | 293 222         | 21 788                   | 5 254                           | 564   | 40 650                       | 61 455   | 60 978   |
| 42182      | Farm & garden machinery & equipment whsle .....                        | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421820     | Farm & garden machinery & equipment whsle .....                        | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218201    | Farm machinery & equipment—farm dealers .....                          | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218202    | Farm machinery & equipment—whsle distributors .....                    | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218203    | Lawn & garden machinery & equipment whsle .....                        | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle .....                           | 163                     | 567 022         | 68 683                   | 15 984                          | 1 606   | 117 711                      | 43 216   | 46 251   |
| 421830     | Industrial machinery & equipment whsle .....                           | 163                     | 567 022         | 68 683                   | 15 984                          | 1 606   | 117 711                      | 43 216   | 46 251   |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....  | 25                      | 51 833          | 6 568                    | 1 725                           | 157   | 10 822                       | 3 132  | 3 058  |
| 42183021   | Hydraulic & pneumatic pumps & motors whsle .....                       | 14                      | 27 833          | 3 442                    | 883                             | 89  | 5 750                        | 1 242  | 1 279  |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle .....       | 11                      | 24 000          | 3 126                    | 842                             | 68  | 5 072                        | 1 890  | 1 779  |
| 4218303    | General-purpose industrial machinery & equipment whsle .....           | 56                      | 208 388         | 22 449                   | 4 812                           | 514   | 37 365                       | 15 571   | 19 396   |
| 4218304    | Metalworking machinery & equipment whsle .....                         | 9                       | 18 388          | 2 257                    | 430                             | 43  | 3 557                        | 1 232  | 1 219  |
| 4218305    | Materials handling equipment whsle .....                               | 27                      | 69 287          | 12 657                   | 3 074                           | 352   | 18 745                       | 8 224  | 8 186  |
| 4218307    | Other industrial machinery & equipment whsle .....                     | 39                      | 210 253         | 23 550                   | 5 697                           | 506   | 45 220                       | 13 805   | 12 955   |
| 42184      | Industrial supplies whsle .....  | 63                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421840     | Industrial supplies whsle .....  | 63                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218401    | General-line industrial supplies whsle .....                           | 13                      | 26 066          | 3 761                    | 942                             | 89  | 6 600                        | 2 364  | 2 169  |
| 4218402    | Mechanical power transmission supplies whsle .....                     | 9                       | 29 957          | 2 861                    | 787                             | 86  | 5 190                        | 3 251  | 7 761  |
| 4218403    | Welding supplies whsle .....   | 7                       | 13 740          | 2 796                    | 532                             | 66  | 5 038                        | 2 825  | 2 944  |
| 4218404    | Industrial containers & supplies whsle .....                           | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218405    | Industrial valves & fittings (except fluid-power) whsle .....          | 8                       | 37 823          | 5 549                    | 1 253                           | 103   | 9 561                        | 3 670  | 3 897  |
| 4218406    | Other industrial supplies whsle .....                                  | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42185      | Service establishment equipment & supplies whsle .....                 | 32                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421850     | Service establishment equipment & supplies whsle .....                 | 32                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218501    | Beauty & barber shop equipment & supplies whsle ...                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218502    | Custodial, janitors' equipment & supplies whsle .....                  | 6                       | 12 261          | 2 683                    | 608                             | 124   | 4 374                        | 1 231  | 1 321  |
| 4218503    | Laundry & dry-cleaning equipment & supplies whsle ...                  | 9                       | 23 644          | 2 733                    | 628                             | 71  | 5 383                        | 1 726  | 1 618  |
| 4218504    | Other service establishment equipment & supplies whsle ...             | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

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| NAICS code | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>RICHMOND-PETERSBURG, VA MSA—Con.</b>                                    |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.  |                         |                 |                          |                                 |   |                              |  |  |
| 4219       | Miscellaneous durable goods whse . . .                                     | 106                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42191      | Sporting & recreational goods & supplies whse . . . . .                    | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421910     | Sporting & recreational goods & supplies whse . . . . .                    | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193      | Recyclable material whse . . . . .   | 25                      | 132 228         | 13 013                   | 3 375                           | 409   | 30 266                       | 2 686  | 3 949  |
| 421930     | Recyclable material whse . . . . .   | 25                      | 132 228         | 13 013                   | 3 375                           | 409   | 30 266                       | 2 686  | 3 949  |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                          | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . . | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219302    | Recyclable paper & paperboard whse . . . . .                               | 7                       | 28 975          | 3 530                    | 942                             | 159   | 8 717                        | 556  | 519  |
| 4219303    | Other recyclable material whse . . . . .                                   | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whse . . . . .   | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whse . . . . .   | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whse . . . . .                           | 44                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whse . . . . .                           | 44                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4219901    | Musical instruments & supplies whse . . . . .                              | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219904    | Prerecorded media whse . . . . .   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199042   | Prerecorded video tapes whse . . . . .                                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219905    | Fire extinguishers & fire safety equipment whse . . . . .                  | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219906    | Other durable goods whse . . . . .   | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                                | 464                     | 9 050 152       | 326 220                  | 78 349                          | 9 129   | 677 535                      | 562 832  | 671 476  |
| 4221       | Paper & paper product whse . . . . .                                       | 70                      | 424 202         | 33 704                   | 8 302                           | 925   | 74 891                       | 32 101   | 33 919   |
| 42211      | Printing & writing paper whse . . . . .                                    | 15                      | 200 659         | 10 286                   | 2 554                           | 217   | 19 236                       | 13 607   | 13 028   |
| 422110     | Printing & writing paper whse . . . . .                                    | 15                      | 200 659         | 10 286                   | 2 554                           | 217   | 19 236                       | 13 607   | 13 028   |
| 42212      | Stationery & office supplies whse . . . . .                                | 42                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422120     | Stationery & office supplies whse . . . . .                                | 42                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42213      | Industrial & personal service paper whse . . . . .                         | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422130     | Industrial & personal service paper whse . . . . .                         | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222       | Drugs, & druggists' sundries whse . . . . .                                | 18                      | 1 113 489       | 21 091                   | 5 669                           | 472   | 42 901                       | 120 704  | 137 219  |
| 42221      | Drugs, & druggists' sundries whse . . . . .                                | 18                      | 1 113 489       | 21 091                   | 5 669                           | 472   | 42 901                       | 120 704  | 137 219  |
| 422210     | Drugs, & druggists' sundries whse . . . . .                                | 18                      | 1 113 489       | 21 091                   | 5 669                           | 472   | 42 901                       | 120 704  | 137 219  |
| 4222101    | General-line drugs whse . . . . .  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whse . . . . . | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223       | Apparel, piece goods, & notions whse . . . . .                             | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42232      | Men's & boys' clothing & furnishings whse . . . . .                        | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422320     | Men's & boys' clothing & furnishings whse . . . . .                        | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224       | Grocery & related products whse . . . . .                                  | 116                     | 3 699 559       | 124 099                  | 28 852                          | 3 860   | 249 771                      | 148 079  | 141 627  |
| 42241      | General-line grocery whse . . . . .  | 16                      | 1 716 411       | 57 869                   | 13 441                          | 1 718   | 115 857                      | 100 539  | 92 994   |
| 422410     | General-line grocery whse . . . . .  | 16                      | 1 716 411       | 57 869                   | 13 441                          | 1 718   | 115 857                      | 100 539  | 92 994   |
| 4224102    | General-line grocery whse, retail cooperative . . . . .                    | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224103    | Other general-line grocery whse . . . . .                                  | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42242      | Packaged frozen food whse . . . . .  | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422420     | Packaged frozen food whse . . . . .  | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42243      | Dairy products, (except dried or canned) whse . . . . .                    | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422430     | Dairy products, (except dried or canned) whse . . . . .                    | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224302    | Dairy product (except raw milk) whse . . . . .                             | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42245      | Confectionery whse . . . . .   | 7                       | 84 110          | 3 943                    | 976                             | 227   | 8 959                        | 9 800  | 12 319   |
| 422450     | Confectionery whse . . . . .   | 7                       | 84 110          | 3 943                    | 976                             | 227   | 8 959                        | 9 800  | 12 319   |
| 42246      | Fish & seafood whse . . . . .  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422460     | Fish & seafood whse . . . . .  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42247      | Meat & meat product whse . . . . .   | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422470     | Meat & meat product whse . . . . .   | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42248      | Fresh fruit & vegetable whse . . . . .                                     | 12                      | 65 883          | 8 105                    | 1 996                           | 310   | 15 556                       | 885  | 862  |
| 422480     | Fresh fruit & vegetable whse . . . . .                                     | 12                      | 65 883          | 8 105                    | 1 996                           | 310   | 15 556                       | 885  | 862  |

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| NAICS code | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>RICHMOND-PETERSBURG, VA MSA—Con.</b>                                |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 4224       | Grocery & related products whsle—Con.                                  |                         |                 |                          |                                 |   |                              |  |  |
| 42249      | Other grocery & related products whsle .....                           | 45                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle .....                           | 45                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224902    | Bread & baked goods whsle ....   | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903    | Soft drinks whsle .....  | 11                      | 161 891         | 17 708                   | 3 831                           | 501   | 38 481                       | 3 281  | 2 746  |
| 4224904    | Canned goods whsle .....   | 4                       | 323 384         | 9 671                    | 2 174                           | 272   | 14 388                       | 4 013  | 4 503  |
| 4224906    | Other grocery specialties whsle .                                      | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle .....                                  | 15                      | 883 973         | 26 777                   | 6 300                           | 405   | 63 828                       | 81 438   | 168 545  |
| 42251      | Grain & field bean whsle .....   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422510     | Grain & field bean whsle .....   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42259      | Other farm product raw material whsle .....                            | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422590     | Other farm product raw material whsle .....                            | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4225902    | Leaf tobacco whsle .....   | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle .....                                 | 80                      | 612 183         | 49 345                   | 12 341                          | 1 035   | 90 327                       | 54 877   | 70 778   |
| 42261      | Plastics materials & basic forms & shapes whsle .....                  | 20                      | 87 704          | 5 500                    | 1 361                           | 142   | 10 986                       | 4 936  | 5 454  |
| 422610     | Plastics materials & basic forms & shapes whsle .....                  | 20                      | 87 704          | 5 500                    | 1 361                           | 142   | 10 986                       | 4 936  | 5 454  |
| 42269      | Other chemical & allied products whsle .....                           | 60                      | 524 479         | 43 845                   | 10 980                          | 893   | 79 341                       | 49 941   | 65 324   |
| 422690     | Other chemical & allied products whsle .....                           | 60                      | 524 479         | 43 845                   | 10 980                          | 893   | 79 341                       | 49 941   | 65 324   |
| 4226901    | Industrial gases (except LP) whsle .....                               | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whsle .....                           | 54                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle .....                             | 39                      | 1 169 429       | 16 025                   | 4 040                           | 434   | 46 801                       | 58 245   | 58 290   |
| 42271      | Petroleum bulk stations & terminals .....                              | 25                      | 998 354         | 11 754                   | 3 077                           | 319   | 36 900                       | 51 253   | 51 011   |
| 422710     | Petroleum bulk stations & terminals .....                              | 25                      | 998 354         | 11 754                   | 3 077                           | 319   | 36 900                       | 51 253   | 51 011   |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) .....                              | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271012   | Petroleum bulk terminals (except LP) .....                             | 11                      | 916 257         | 6 699                    | 1 808                           | 155   | 25 860                       | 48 988   | 48 560   |
| 4227102    | Liquefied petroleum bulk stations & terminals .....                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 14                      | 171 075         | 4 271                    | 963                             | 115   | 9 901                        | 6 992  | 7 279  |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ...   | 14                      | 171 075         | 4 271                    | 963                             | 115   | 9 901                        | 6 992  | 7 279  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle .....                 | 22                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42281      | Beer & ale whsle .....   | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422810     | Beer & ale whsle .....   | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42282      | Wine & distilled alcoholic beverage whsle .....                        | 11                      | 146 874         | 7 472                    | 1 696                           | 249   | 12 453                       | 7 927  | 8 518  |
| 422820     | Wine & distilled alcoholic beverage whsle .....                        | 11                      | 146 874         | 7 472                    | 1 696                           | 249   | 12 453                       | 7 927  | 8 518  |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle ....         | 11                      | 146 874         | 7 472                    | 1 696                           | 249   | 12 453                       | 7 927  | 8 518  |
| 4229       | Miscellaneous nondurable goods whsle .....                             | 78                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42291      | Farm supplies whsle .....  | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422910     | Farm supplies whsle .....  | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229102    | Farm supplies—whsle distributors .....                                 | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42292      | Book, periodical, & newspaper whsle .....                              | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422920     | Book, periodical, & newspaper whsle .....                              | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42293      | Flower, nursery stock, & florists' supplies whsle .....                | 10                      | 18 867          | 2 779                    | 653                             | 117   | 5 686                        | 1 135  | 1 191  |
| 422930     | Flower, nursery stock, & florists' supplies whsle .....                | 10                      | 18 867          | 2 779                    | 653                             | 117   | 5 686                        | 1 135  | 1 191  |
| 42294      | Tobacco & tobacco product whsle ...                                    | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422940     | Tobacco & tobacco product whsle .                                      | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42295      | Paint, varnish, & supplies whsle ....                                  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422950     | Paint, varnish, & supplies whsle ..                                    | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229501    | Paint, varnish, & supplies whsle .....                                 | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>RICHMOND-PETERSBURG, VA MSA—Con.</b>                     |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                 |                         |                  |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                      |                         |                  |                          |                                 |   |                              |  |  |
| 4229       | Miscellaneous nondurable goods whsle—Con.                   |                         |                  |                          |                                 |   |                              |  |  |
| 42299      | Other miscellaneous nondurable goods whsle .....            | 34                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle .....            | 34                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4229901    | Art goods whsle .....                                       | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229902    | General merchandise (nondurable goods) whsle.....           | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229904    | Other nondurable goods whsle .                              | 17                      | D                | D                        | D                               | c   | D                            | D  | D  |
|            | <b>Merchant wholesalers .....</b>                           | <b>1 286</b>            | <b>9 670 060</b> | <b>670 808</b>           | <b>159 558</b>                  | <b>19 014</b>   | <b>1 270 689</b>             | <b>975 851</b>                                 | <b>1 084 045</b>                               |
| 421        | Wholesale trade, durable goods .....                        | 944                     | 4 539 299        | 438 791                  | 104 553                         | 12 214  | 788 340                      | 500 824  | 512 729  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....  | 113                     | 558 760          | 38 942                   | 10 480                          | 1 481   | 71 083                       | 94 281   | 101 035  |
| 42111      | Automobile & other motor vehicle whsle .....                | 38                      | 325 983          | 20 982                   | 6 022                           | 749   | 34 987                       | 38 290   | 47 774   |
| 421110     | Automobile & other motor vehicle whsle .....                | 38                      | 325 983          | 20 982                   | 6 022                           | 749   | 34 987                       | 38 290   | 47 774   |
| 4211101    | Automobile & motorcycle whsle .                             | 21                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4211103    | Light truck & van (14,000 lb or less) whsle .....           | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle .....          | 15                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle .....              | 46                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle .....              | 46                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors . | 19                      | 65 389           | 3 294                    | 787                             | 146   | 6 779                        | 10 998   | 11 862   |
| 4211202    | Motor vehicle supplies & new parts—jobbers .....            | 22                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42113      | Tire & tube whsle .....                                     | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421130     | Tire & tube whsle .....                                     | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle ...                       | 21                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle .                         | 21                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle ...                      | 48                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42121      | Furniture whsle .....                                       | 26                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421210     | Furniture whsle .....                                       | 26                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4212101    | Household & lawn furniture whsle .....                      | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102    | Office & business furniture whsle .....                     | 17                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42122      | Home furnishings whsle .....                                | 22                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421220     | Home furnishings whsle .....                                | 22                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4212203    | Floor coverings whsle .....                                 | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle .....           | 42                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....         | 25                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....         | 25                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4213101    | Lumber without yard whsle .....                             | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle .....         | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42132      | Brick, stone, & related construction materials whsle .....  | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421320     | Brick, stone, & related construction materials whsle .....  | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42133      | Roofing, siding, & insulation material whsle .....          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421330     | Roofing, siding, & insulation material whsle .....          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213301    | Roofing, siding, & insulation material whsle .....          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42139      | Other construction materials whsle ..                       | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421390     | Other construction materials whsle .....                    | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4213902    | Other construction materials whsle .....                    | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....  | 168                     | 626 155          | 74 434                   | 17 525                          | 2 106   | 132 544                      | 57 255   | 57 252   |
| 42141      | Photographic equipment & supplies whsle .....               | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421410     | Photographic equipment & supplies whsle .....               | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42142      | Office equipment whsle .....                                | 33                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421420     | Office equipment whsle .....                                | 33                      | D                | D                        | D                               | e   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>RICHMOND-PETERSBURG, VA MSA—Con.</b>                                     |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4214       | Professional & commercial equipment & supplies whsle—Con.                   |                         |                 |                          |                                 |   |                              |  |  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 48                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 48                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | 40                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42143011   | Computers & peripheral equipment for resale . . . . .                       | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214302    | Computer software (packaged) whsle . . . . .                                | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle . . . . .                                  | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle . . . . .                                  | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214401    | Restaurant & hotel equipment & supplies whsle . . . . .                     | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214402    | Store machines & equipment whsle . . . . .                                  | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 40                      | 213 996         | 16 433                   | 3 942                           | 415   | 30 350                       | 24 252   | 22 644   |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 40                      | 213 996         | 16 433                   | 3 942                           | 415   | 30 350                       | 24 252   | 22 644   |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | 36                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214502    | Dental equipment & supplies whsle . . . . .                                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42146      | Ophthalmic goods whsle . . . . .  | 8                       | 44 528          | 10 052                   | 2 216                           | 294   | 21 384                       | 6 822  | 6 605  |
| 421460     | Ophthalmic goods whsle . . . . .  | 8                       | 44 528          | 10 052                   | 2 216                           | 294   | 21 384                       | 6 822  | 6 605  |
| 42149      | Other professional equipment & supplies whsle . . . . .                     | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421490     | Other professional equipment & supplies whsle . . . . .                     | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214902    | Other professional equipment & supplies whsle . . . . .                     | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 34                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42151      | Metal service centers & offices . . . . .                                   | 28                      | 453 746         | 41 250                   | 9 799                           | 755   | 68 255                       | 37 024   | 26 541   |
| 421510     | Metal service centers & offices . . . . .                                   | 28                      | 453 746         | 41 250                   | 9 799                           | 755   | 68 255                       | 37 024   | 26 541   |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151011   | Ferrous metal service centers . . . . .                                     | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215102    | Nonferrous metal service centers & sales offices . . . . .                  | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151021   | Nonferrous metal service centers . . . . .                                  | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215201    | Coal whsle . . . . .  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .  | 97                      | 417 097         | 51 749                   | 12 198                          | 1 296   | 89 300                       | 73 743   | 79 354   |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 44                      | 248 420         | 28 509                   | 7 187                           | 729   | 47 308                       | 56 696   | 59 959   |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 44                      | 248 420         | 28 509                   | 7 187                           | 729   | 47 308                       | 56 696   | 59 959   |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 42                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 42                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 86                      | 318 898         | 40 378                   | 9 526                           | 1 246   | 71 224                       | 53 804   | 55 821   |
| 42171      | Hardware whsle . . . . .  | 31                      | 69 424          | 10 913                   | 2 709                           | 455   | 18 957                       | 14 992   | 15 832   |
| 421710     | Hardware whsle . . . . .  | 31                      | 69 424          | 10 913                   | 2 709                           | 455   | 18 957                       | 14 992   | 15 832   |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 31                      | 138 302         | 18 101                   | 4 011                           | 375   | 31 669                       | 23 111   | 22 850   |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 31                      | 138 302         | 18 101                   | 4 011                           | 375   | 31 669                       | 23 111   | 22 850   |

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|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>RICHMOND-PETERSBURG, VA MSA—Con.</b>                                |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>                                       |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle—Con.         |                         |                 |                          |                                 |   |                              |  |  |
| 42174      | Refrigeration equipment & supplies whsle .....                         | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421740     | Refrigeration equipment & supplies whsle.....                          | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle .....                           | 267                     | 1 195 108       | 116 173                  | 27 244                          | 3 008   | 205 945                      | 124 174  | 133 034  |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle ..... | 39                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle ..... | 39                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42182      | Farm & garden machinery & equipment whsle.....                         | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421820     | Farm & garden machinery & equipment whsle.....                         | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218201    | Farm machinery & equipment—farm dealers .....                          | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218202    | Farm machinery & equipment—whsle distributors .....                    | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218203    | Lawn & garden machinery & equipment whsle.....                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle .....                           | 126                     | 449 522         | 59 369                   | 14 078                          | 1 429   | 102 094                      | 42 267   | 44 526   |
| 421830     | Industrial machinery & equipment whsle .....                           | 126                     | 449 522         | 59 369                   | 14 078                          | 1 429   | 102 094                      | 42 267   | 44 526   |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....  | 16                      | 33 319          | 5 206                    | 1 407                           | 121   | 8 446                        | 2 870  | 2 687  |
| 42183021   | Hydraulic & pneumatic pumps & motors whsle .....                       | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle .....       | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218303    | General-purpose industrial machinery & equipment whsle .....           | 40                      | 138 842         | 17 775                   | 3 877                           | 428   | 29 538                       | 15 071   | 18 262   |
| 4218304    | Metalworking machinery & equipment whsle .....                         | 9                       | 18 388          | 2 257                    | 430                             | 43  | 3 557                        | 1 232  | 1 219  |
| 4218305    | Materials handling equipment whsle .....                               | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218307    | Other industrial machinery & equipment whsle.....                      | 31                      | 184 869         | 20 578                   | 5 122                           | 460   | 40 358                       | 13 702   | 12 844   |
| 42184      | Industrial supplies whsle .....  | 51                      | 146 029         | 21 216                   | 4 871                           | 525   | 37 377                       | 16 340   | 21 012   |
| 421840     | Industrial supplies whsle .....  | 51                      | 146 029         | 21 216                   | 4 871                           | 525   | 37 377                       | 16 340   | 21 012   |
| 4218401    | General-line industrial supplies whsle .....                           | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218402    | Mechanical power transmission supplies whsle .....                     | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218403    | Welding supplies whsle .....   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218404    | Industrial containers & supplies whsle .....                           | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218405    | Industrial valves & fittings (except fluid-power) whsle .....          | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218406    | Other industrial supplies whsle .....                                  | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42185      | Service establishment equipment & supplies whsle .....                 | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421850     | Service establishment equipment & supplies whsle .....                 | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218501    | Beauty & barber shop equipment & supplies whsle ...                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218502    | Custodial, janitors' equipment & supplies whsle .....                  | 6                       | 12 261          | 2 683                    | 608                             | 124   | 4 374                        | 1 231  | 1 321  |
| 4218503    | Laundry & dry-cleaning equipment & supplies whsle ...                  | 9                       | 23 644          | 2 733                    | 628                             | 71  | 5 383                        | 1 726  | 1 618  |
| 4218504    | Other service establishment equipment & supplies whsle ...             | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle ...                                  | 89                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42191      | Sporting & recreational goods & supplies whsle .....                   | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421910     | Sporting & recreational goods & supplies whsle.....                    | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193      | Recyclable material whsle .....  | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421930     | Recyclable material whsle .....  | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4219301    | Iron & steel scrap processors & dealers .....                          | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment).....  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219302    | Recyclable paper & paperboard whsle .....                              | 7                       | 28 975          | 3 530                    | 942                             | 159   | 8 717                        | 556  | 519  |
| 4219303    | Other recyclable material whsle .....                                  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle .....  | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle ...    | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>RICHMOND-PETERSBURG, VA MSA—Con.</b>                                 |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4219       | Miscellaneous durable goods whsle—Con.                                  |                         |                 |                          |                                 |   |                              |  |  |
| 42199      | Other miscellaneous durable goods whsle .....                           | 35                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle .....                           | 35                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4219901    | Musical instruments & supplies whsle .....                              | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219904    | Prerecorded media whsle .....   | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199042   | Prerecorded video tapes whsle .....                                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219905    | Fire extinguishers & fire safety equipment whsle .....                  | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                                 | 342                     | 5 130 761       | 232 017                  | 55 005                          | 6 800   | 482 349                      | 475 027  | 571 316  |
| 4221       | Paper & paper product whsle .....                                       | 56                      | 313 480         | 27 767                   | 6 914                           | 811   | 61 793                       | 29 154   | 30 864   |
| 42211      | Printing & writing paper whsle .....                                    | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422110     | Printing & writing paper whsle .....                                    | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42212      | Stationery & office supplies whsle ...                                  | 32                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422120     | Stationery & office supplies whsle ..                                   | 32                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42213      | Industrial & personal service paper whsle .....                         | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422130     | Industrial & personal service paper whsle .....                         | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222       | Drugs, & druggists' sundries whsle ...                                  | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42221      | Drugs, & druggists' sundries whsle ..                                   | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422210     | Drugs, & druggists' sundries whsle .....                                | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4222101    | General-line drugs whsle .....  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223       | Apparel, piece goods, & notions whsle .                                 | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42232      | Men's & boys' clothing & furnishings whsle .....                        | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422320     | Men's & boys' clothing & furnishings whsle .....                        | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224       | Grocery & related products whsle .....                                  | 83                      | 2 003 091       | 85 435                   | 19 966                          | 2 741   | 172 465                      | 142 640  | 137 070  |
| 42241      | General-line grocery whsle .....  | 12                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422410     | General-line grocery whsle .....  | 12                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224102    | General-line grocery whsle, retail cooperative .....                    | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224103    | Other general-line grocery whsle .....                                  | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42243      | Dairy products, (except dried or canned) whsle .....                    | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422430     | Dairy products, (except dried or canned) whsle .....                    | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224302    | Dairy product (except raw milk) whsle .....                             | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42245      | Confectionery whsle .....   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422450     | Confectionery whsle .....   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42246      | Fish & seafood whsle .....  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422460     | Fish & seafood whsle .....  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42248      | Fresh fruit & vegetable whsle .....                                     | 12                      | 65 883          | 8 105                    | 1 996                           | 310   | 15 556                       | 885  | 862  |
| 422480     | Fresh fruit & vegetable whsle .....                                     | 12                      | 65 883          | 8 105                    | 1 996                           | 310   | 15 556                       | 885  | 862  |
| 42249      | Other grocery & related products whsle .....                            | 29                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle .....                            | 29                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224903    | Soft drinks whsle .....   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle .....                                   | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42259      | Other farm product raw material whsle .....                             | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422590     | Other farm product raw material whsle .....                             | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4225902    | Leaf tobacco whsle .....  | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle .....                                  | 55                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42261      | Plastics materials & basic forms & shapes whsle .....                   | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422610     | Plastics materials & basic forms & shapes whsle .....                   | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42269      | Other chemical & allied products whsle .....                            | 40                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422690     | Other chemical & allied products whsle .....                            | 40                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whsle .....                            | 37                      | D               | D                        | D                               | f   | D                            | D  | D  |



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|---|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>RICHMOND-PETERSBURG, VA MSA—Con.</b>                   |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                          |  |                         |                  |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods—Con.                                 |                         |                  |                          |                                 |   |                              |  |  |
| 4227  | Petroleum & petroleum products   |                         |                  |                          |                                 |   |                              |  |  |
|   | whsle .....  | 25                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42271   | Petroleum bulk stations & terminals                                    | 15                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422710  | Petroleum bulk stations & terminals .....                              | 15                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227101   | Petroleum bulk stations & terminals (except LP) .....                  | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271011  | Petroleum bulk stations (except LP) .....                              | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227102   | Liquefied petroleum bulk stations & terminals .....                    | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42272   | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422720  | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4228  | Beer, wine, & distilled alcoholic beverage whsle .....                 | 16                      | 157 052          | 18 346                   | 3 968                           | 569   | 32 093                       | 12 822   | 13 774   |
| 42281   | Beer & ale whsle .....   | 10                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422810  | Beer & ale whsle .....   | 10                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                             | 59                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42291   | Farm supplies whsle .....  | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422910  | Farm supplies whsle .....  | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229102   | Farm supplies—whsle distributors .....                                 | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42292   | Book, periodical, & newspaper whsle .....                              | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422920  | Book, periodical, & newspaper whsle .....                              | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42293   | Flower, nursery stock, & florists' supplies whsle .....                | 10                      | 18 867           | 2 779                    | 653                             | 117   | 5 686                        | 1 135  | 1 191  |
| 422930  | Flower, nursery stock, & florists' supplies whsle .....                | 10                      | 18 867           | 2 779                    | 653                             | 117   | 5 686                        | 1 135  | 1 191  |
| 42299   | Other miscellaneous nondurable goods whsle .....                       | 24                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422990  | Other miscellaneous nondurable goods whsle .....                       | 24                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229904   | Other nondurable goods whsle .....                                     | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  | <b>165</b>              | <b>4 740 657</b> | <b>179 892</b>           | <b>47 567</b>                   | <b>3 678</b>  | <b>352 359</b>               | <b>138 560</b>                                 | <b>159 967</b>                                 |
| 421   | Wholesale trade, durable goods .....                                   | 101                     | 2 503 759        | 109 059                  | 29 523                          | 1 966   | 199 587                      | 53 261   | 61 837   |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle .....             | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle .....                           | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle .....                           | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle .....                      | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42131   | Lumber, plywood, millwork, & wood panel whsle .....                    | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421310  | Lumber, plywood, millwork, & wood panel whsle .....                    | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4213103   | Plywood, veneer, millwork, & wood panel whsle .....                    | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle .....             | 18                      | 437 219          | 43 281                   | 13 104                          | 621   | 77 311                       | 7 751  | 7 506  |
| 42142   | Office equipment whsle .....   | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421420  | Office equipment whsle .....   | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42143   | Computer & computer peripheral equipment & software whsle .....        | 10                      | 259 111          | 26 558                   | 8 400                           | 375   | 47 719                       | 2 277  | 2 114  |
| 421430  | Computer & computer peripheral equipment & software whsle .....        | 10                      | 259 111          | 26 558                   | 8 400                           | 375   | 47 719                       | 2 277  | 2 114  |
| 4214301   | Computer & peripheral equipment whsle .....                            | 10                      | 259 111          | 26 558                   | 8 400                           | 375   | 47 719                       | 2 277  | 2 114  |
| 42143012  | Computers & peripheral equipment for end use .....                     | 8                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42145   | Medical, dental, & hospital equipment & supplies whsle .....           | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421450  | Medical, dental, & hospital equipment & supplies whsle .....           | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle .....                         | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42151   | Metal service centers & offices .....                                  | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421510  | Metal service centers & offices .....                                  | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4215101   | Ferrous metal service centers & sales offices .....                    | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42151011  | Ferrous metal service centers .....                                    | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42152   | Coal & other mineral & ore whsle .....                                 | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421520  | Coal & other mineral & ore whsle .....                                 | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4215201   | Coal whsle .....   | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>RICHMOND-PETERSBURG, VA MSA—Con.</b>                                     |                         |                  |                          |                                 |   |                              |  |  |
|            | <b>Manufacturers' sales branches and sales offices—Con.</b>                 |                         |                  |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                  |                          |                                 |   |                              |  |  |
| 4216       | Electrical goods whsle . . . . .  | 27                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 12                      | 95 536           | 7 185                    | 1 750                           | 132   | 11 133                       | 2 793  | 2 879  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 12                      | 95 536           | 7 185                    | 1 750                           | 132   | 11 133                       | 2 793  | 2 879  |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 6                       | 64 965           | 2 804                    | 730                             | 62  | 6 237                        | 2 216  | 2 452  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 24                      | 200 479          | 9 362                    | 2 179                           | 200   | 19 203                       | 19 564   | 20 059   |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42184      | Industrial supplies whsle . . . . .   | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421840     | Industrial supplies whsle . . . . .   | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | 64                      | 2 236 898        | 70 833                   | 18 044                          | 1 712   | 152 772                      | 85 299   | 98 130   |
| 4221       | Paper & paper product whsle . . . . .                                       | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42212      | Stationery & office supplies whsle . . . . .                                | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422120     | Stationery & office supplies whsle . . . . .                                | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                                  | 13                      | 205 537          | 20 944                   | 4 879                           | 632   | 46 744                       | 3 913  | 3 481  |
| 42249      | Other grocery & related products whsle . . . . .                            | 6                       | 168 416          | 17 019                   | 3 968                           | 490   | 35 815                       | 3 231  | 2 764  |
| 422490     | Other grocery & related products whsle . . . . .                            | 6                       | 168 416          | 17 019                   | 3 968                           | 490   | 35 815                       | 3 231  | 2 764  |
| 4224903    | Soft drinks whsle . . . . .   | 4                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle . . . . .                                  | 18                      | 365 821          | 14 012                   | 3 386                           | 308   | 27 034                       | 38 654   | 52 383   |
| 42269      | Other chemical & allied products whsle . . . . .                            | 16                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422690     | Other chemical & allied products whsle . . . . .                            | 16                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whsle . . . . .                            | 13                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                              | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                               | 9                       | 681 630          | 5 662                    | 1 560                           | 125   | 22 633                       | 31 632   | 32 511   |
| 422710     | Petroleum bulk stations & terminals . . . . .                               | 9                       | 681 630          | 5 662                    | 1 560                           | 125   | 22 633                       | 31 632   | 32 511   |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                   | 9                       | 681 630          | 5 662                    | 1 560                           | 125   | 22 633                       | 31 632   | 32 511   |
| 42271012   | Petroleum bulk terminals (except LP) . . . . .                              | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                              | 7                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .                        | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .                        | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>                  | <b>245</b>              | <b>2 562 933</b> | <b>59 983</b>            | <b>12 852</b>                   | <b>1 455</b>  | <b>105 371</b>               | <b>4 789</b>                                   | <b>4 374</b>                                   |
| 421        | Wholesale trade, durable goods . . . . .                                    | 187                     | 880 440          | 36 613                   | 7 552                           | 838   | 62 957                       | 2 283  | 2 344  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle . . . . .                            | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle . . . . .                            | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle . . . . .                                | 16                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42121      | Furniture whsle . . . . .   | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421210     | Furniture whsle . . . . .   | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212101    | Household & lawn furniture whsle . . . . .                                  | 10                      | D                | D                        | D                               | a   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle . . . . .                       | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42133      | Roofing, siding, & insulation material whsle . . . . .                      | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421330     | Roofing, siding, & insulation material whsle . . . . .                      | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4213301    | Roofing, siding, & insulation material whsle . . . . .                      | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42139      | Other construction materials whsle . . . . .                                | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421390     | Other construction materials whsle . . . . .                                | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4213901    | Flat glass & other construction glass whsle . . . . .                       | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>RICHMOND-PETERSBURG, VA MSA—Con.</b>                                     |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Agents, brokers, and commission merchants—Con.</b>                       |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 28                      | 155 736         | 6 260                    | 1 163                           | 92  | 10 749                       | 158  | 139  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .  | 49                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 34                      | 178 751         | 7 434                    | 1 354                           | 162   | 12 283                       | 361  | 492  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 34                      | 178 751         | 7 434                    | 1 354                           | 162   | 12 283                       | 361  | 492  |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 21                      | 88 312          | 4 655                    | 1 108                           | 103   | 7 593                        | 360  | 407  |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 36                      | 95 472          | 7 973                    | 1 668                           | 166   | 13 336                       | 835  | 828  |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219906    | Other durable goods whsle . . . . .   | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | 58                      | 1 682 493       | 23 370                   | 5 300                           | 617   | 42 414                       | 2 506  | 2 030  |
| 4224       | Grocery & related products whsle . . . . .                                  | 20                      | 1 490 931       | 17 720                   | 4 007                           | 487   | 30 562                       | 1 526  | 1 076  |
| 42242      | Packaged frozen food whsle . . . . .  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422420     | Packaged frozen food whsle . . . . .  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                            | 10                      | 428 372         | 8 369                    | 2 037                           | 253   | 12 766                       | 131  | 52   |
| 422490     | Other grocery & related products whsle . . . . .                            | 10                      | 428 372         | 8 369                    | 2 037                           | 253   | 12 766                       | 131  | 52   |
| 4224904    | Canned goods whsle . . . . .  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224906    | Other grocery specialties whsle . . . . .                                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle . . . . .                                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42259      | Other farm product raw material whsle . . . . .                             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422590     | Other farm product raw material whsle . . . . .                             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle . . . . .                                  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42261      | Plastics materials & basic forms & shapes whsle . . . . .                   | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422610     | Plastics materials & basic forms & shapes whsle . . . . .                   | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42282      | Wine & distilled alcoholic beverage whsle . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422820     | Wine & distilled alcoholic beverage whsle . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle . . . . .         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|----------------|
| <b>RICHMOND-PETERSBURG, VA MSA—Con.</b>               |   |                         |                 |                          |                                 |   |                              |  |  |                |
| <b>Agents, brokers, and commission merchants—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |                |
| 422   | Wholesale trade, nondurable goods—Con.                          |                         |                 |                          |                                 |   |                              |  |  |                |
| 4229  | Miscellaneous nondurable goods whsle .....                      | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 42299   | Other miscellaneous nondurable goods whsle .....                | 8                       | D               | D                        | D                               | a   | D                            | D  | D  |                |
| 422990  | Other miscellaneous nondurable goods whsle .....                | 8                       | D               | D                        | D                               | a   | D                            | D  | D  |                |
| <b>ROANOKE, VA MSA</b>                                |   |                         |                 |                          |                                 |   |                              |  |  |                |
| <b>42</b>   | <b>Wholesale trade .....</b>                                    | <b>514</b>              |                 | <b>2 541 811</b>         | <b>216 703</b>                  | <b>51 842</b>   | <b>6 837</b>                 | <b>392 269</b>                                 | <b>234 463</b>                                 | <b>253 496</b> |
| 421   | Wholesale trade, durable goods .....                            | 386                     |                 | 1 309 057                | 145 576                         | 35 209  | 4 520                        | 264 948  | 187 452  | 202 207        |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle .....      | 43                      | D               | D                        | D                               | f   | D                            | D  | D  |                |
| 42111   | Automobile & other motor vehicle whsle .....                    | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |                |
| 421110  | Automobile & other motor vehicle whsle .....                    | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |                |
| 4211105   | Heavy truck & tractor (over 26,000 lb) whsle .....              | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |                |
| 42112   | Motor vehicle supplies & new parts whsle .....                  | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |                |
| 421120  | Motor vehicle supplies & new parts whsle .....                  | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |                |
| 4211201   | Motor vehicle supplies & new parts—warehouse distributors .     | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |                |
| 4211202   | Motor vehicle supplies & new parts—jobbers .....                | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 42113   | Tire & tube whsle .....   | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |                |
| 421130  | Tire & tube whsle .....   | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |                |
| 42114   | Motor vehicle parts, (used) whsle ...                           | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 421140  | Motor vehicle parts, (used) whsle .                             | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 4212  | Furniture & home furnishings whsle ...                          | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |                |
| 42121   | Furniture whsle .....   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 421210  | Furniture whsle .....   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 4212102   | Office & business furniture whsle .....                         | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 42122   | Home furnishings whsle .....                                    | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 421220  | Home furnishings whsle .....                                    | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 4213  | Lumber & other construction materials whsle .....               | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |                |
| 42131   | Lumber, plywood, millwork, & wood panel whsle .....             | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 421310  | Lumber, plywood, millwork, & wood panel whsle .....             | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 42133   | Roofing, siding, & insulation material whsle .....              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 421330  | Roofing, siding, & insulation material whsle .....              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 4213301   | Roofing, siding, & insulation material whsle .....              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 4214  | Professional & commercial equipment & supplies whsle .....      | 60                      |                 | 219 728                  | 31 145                          | 7 999   | 825                          | 63 670   | 20 560   | 26 194         |
| 42142   | Office equipment whsle .....                                    | 21                      |                 | 64 357                   | 9 460                           | 2 382   | 248                          | 15 049   | 4 298  | 4 496          |
| 421420  | Office equipment whsle .....                                    | 21                      |                 | 64 357                   | 9 460                           | 2 382   | 248                          | 15 049   | 4 298  | 4 496          |
| 42143   | Computer & computer peripheral equipment & software whsle ..... | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |                |
| 421430  | Computer & computer peripheral equipment & software whsle ..... | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |                |
| 4214301   | Computer & peripheral equipment whsle .....                     | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |                |
| 42143012  | Computers & peripheral equipment for end use .....              | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |                |
| 42144   | Other commercial equipment whsle .                              | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 421440  | Other commercial equipment whsle .....                          | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 4214402   | Store machines & equipment whsle .....                          | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |                |
| 42145   | Medical, dental, & hospital equipment & supplies whsle .....    | 12                      |                 | 36 234                   | 4 074                           | 1 118   | 94                           | 6 937  | 4 757  | 4 096          |
| 421450  | Medical, dental, & hospital equipment & supplies whsle .....    | 12                      |                 | 36 234                   | 4 074                           | 1 118   | 94                           | 6 937  | 4 757  | 4 096          |
| 4214501   | Surgical, medical, & hospital supplies whsle .....              | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |                |
| 42146   | Ophthalmic goods whsle .....                                    | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |                |
| 421460  | Ophthalmic goods whsle .....                                    | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |                |

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| NAICS code | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>42</b>  | <b>ROANOKE, VA MSA—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4215       | Metal & mineral (except petroleum) whsle .....                          | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151      | Metal service centers & offices .....                                   | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421510     | Metal service centers & offices ..                                      | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215101    | Ferrous metal service centers & sales offices .....                     | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151011   | Ferrous metal service centers .....                                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle .....  | 52                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 26                      | 111 146         | 7 821                    | 1 834                           | 206   | 12 998                       | 17 796   | 18 294   |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 26                      | 111 146         | 7 821                    | 1 834                           | 206   | 12 998                       | 17 796   | 18 294   |
| 42162      | Electrical appliance, television & radio set whsle .....                | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle .....                          | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle .....                          | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216902    | Electronic parts (excluding communications equipment) whsle .....       | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....         | 34                      | 96 065          | 11 622                   | 2 913                           | 361   | 22 377                       | 17 127   | 16 640   |
| 42171      | Hardware whsle .....  | 12                      | 42 187          | 5 338                    | 1 556                           | 205   | 11 282                       | 9 063  | 8 210  |
| 421710     | Hardware whsle .....  | 12                      | 42 187          | 5 338                    | 1 556                           | 205   | 11 282                       | 9 063  | 8 210  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....    | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle .....    | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle .....                            | 122                     | 384 319         | 47 722                   | 11 945                          | 1 461   | 79 026                       | 73 061   | 77 804   |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle .....  | 15                      | 156 829         | 21 503                   | 5 665                           | 590   | 28 905                       | 45 206   | 47 227   |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle .....  | 15                      | 156 829         | 21 503                   | 5 665                           | 590   | 28 905                       | 45 206   | 47 227   |
| 42182      | Farm & garden machinery & equipment whsle .....                         | 9                       | 22 949          | 1 637                    | 394                             | 88  | 3 420                        | 6 766  | 7 508  |
| 421820     | Farm & garden machinery & equipment whsle .....                         | 9                       | 22 949          | 1 637                    | 394                             | 88  | 3 420                        | 6 766  | 7 508  |
| 4218202    | Farm machinery & equipment—whsle distributors .....                     | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle .....                            | 45                      | 109 209         | 14 419                   | 3 540                           | 444   | 27 271                       | 12 796   | 13 562   |
| 421830     | Industrial machinery & equipment whsle .....                            | 45                      | 109 209         | 14 419                   | 3 540                           | 444   | 27 271                       | 12 796   | 13 562   |
| 4218303    | General-purpose industrial machinery & equipment whsle ..               | 17                      | 40 300          | 5 316                    | 1 337                           | 160   | 9 341                        | 6 337  | 5 976  |
| 4218304    | Metalworking machinery & equipment whsle .....                          | 6                       | 27 581          | 2 911                    | 664                             | 98  | 6 641                        | 2 353  | 2 789  |
| 4218305    | Materials handling equipment whsle .....                                | 7                       | 24 178          | 3 972                    | 1 083                           | 123   | 7 096                        | 2 963  | 2 954  |
| 42184      | Industrial supplies whsle .....   | 30                      | 65 700          | 7 122                    | 1 667                           | 223   | 13 088                       | 5 472  | 6 717  |
| 421840     | Industrial supplies whsle .....   | 30                      | 65 700          | 7 122                    | 1 667                           | 223   | 13 088                       | 5 472  | 6 717  |
| 4218401    | General-line industrial supplies whsle .....                            | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218402    | Mechanical power transmission supplies whsle .....                      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218406    | Other industrial supplies whsle ..                                      | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42185      | Service establishment equipment & supplies whsle .....                  | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850     | Service establishment equipment & supplies whsle .....                  | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218504    | Other service establishment equipment & supplies whsle ...              | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle ...                                   | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42193      | Recyclable material whsle .....   | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421930     | Recyclable material whsle .....   | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219301    | Iron & steel scrap processors & dealers .....                           | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) .....  | 5                       | 19 136          | 2 782                    | 729                             | 96  | 5 546                        | 2 965  | 3 513  |
| 4219303    | Other recyclable material whsle ..                                      | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle .....                           | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle .....                           | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |

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|------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>ROANOKE, VA MSA—Con.</b>   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                  |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods . . . . .                         | 128                     | 1 232 754        | 71 127                   | 16 633                          | 2 317   | 127 321                      | 47 011   | 51 289   |
| 4221       | Paper & paper product whsle . . . . .                               | 23                      | 99 896           | 10 587                   | 2 490                           | 286   | 19 385                       | 5 979  | 6 355  |
| 42212      | Stationery & office supplies whsle . . .                            | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422120     | Stationery & office supplies whsle . . .                            | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42213      | Industrial & personal service paper whsle . . . . .                 | 7                       | 65 103           | 5 147                    | 1 248                           | 125   | 9 537                        | 4 695  | 4 989  |
| 422130     | Industrial & personal service paper whsle . . . . .                 | 7                       | 65 103           | 5 147                    | 1 248                           | 125   | 9 537                        | 4 695  | 4 989  |
| 4224       | Grocery & related products whsle . . . . .                          | 39                      | 508 922          | 32 092                   | 7 310                           | 1 036   | 52 313                       | 10 147   | 11 860   |
| 42241      | General-line grocery whsle . . . . .                                | 12                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422410     | General-line grocery whsle . . . . .                                | 12                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4224103    | Other general-line grocery whsle . . . . .                          | 10                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42245      | Confectionery whsle . . . . .                                       | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422450     | Confectionery whsle . . . . .                                       | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                    | 11                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                    | 11                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4224902    | Bread & baked goods whsle . . . . .                                 | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4224904    | Canned goods whsle . . . . .  | 2                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle . . . . .                           | 3                       | 29 034           | 313                      | 66                              | 21  | 482                          | 48   | 44   |
| 4226       | Chemical & allied products whsle . . . . .                          | 18                      | 47 999           | 6 258                    | 1 593                           | 188   | 11 893                       | 3 542  | 3 678  |
| 42269      | Other chemical & allied products whsle . . . . .                    | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422690     | Other chemical & allied products whsle . . . . .                    | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whsle . . . . .                    | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                      | 7                       | 312 487          | 4 898                    | 1 231                           | 132   | 12 348                       | 3 605  | 3 727  |
| 42271      | Petroleum bulk stations & terminals . . . . .                       | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                       | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .           | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .          | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42281      | Beer & ale whsle . . . . .  | 3                       | 43 125           | 5 549                    | 1 418                           | 154   | 9 573                        | 2 147  | 2 033  |
| 422810     | Beer & ale whsle . . . . .  | 3                       | 43 125           | 5 549                    | 1 418                           | 154   | 9 573                        | 2 147  | 2 033  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                      | 24                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42291      | Farm supplies whsle . . . . .                                       | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422910     | Farm supplies whsle . . . . .                                       | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229102    | Farm supplies—whsle distributors . . . . .                          | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42294      | Tobacco & tobacco product whsle . . . . .                           | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422940     | Tobacco & tobacco product whsle . . . . .                           | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .                | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229904    | Other nondurable goods whsle . . . . .                              | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                               | <b>413</b>              | <b>1 489 312</b> | <b>158 732</b>           | <b>37 178</b>                   | <b>5 226</b>  | <b>297 204</b>               | <b>187 361</b>                                 | <b>201 533</b>                                 |
| 421        | Wholesale trade, durable goods . . . . .                            | 320                     | 936 058          | 114 301                  | 26 798                          | 3 769   | 215 275                      | 149 716  | 161 186  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 39                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle . . . . .                    | 11                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle . . . . .                    | 11                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle . . . . .              | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                  | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                  | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors . . . . . | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle . . . . .                         | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle . . . . .                         | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle . . . . .                        | 15                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42121      | Furniture whsle . . . . .   | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421210     | Furniture whsle . . . . .   | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102    | Office & business furniture whsle . . . . .                         | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42122      | Home furnishings whsle . . . . .                                    | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421220     | Home furnishings whsle . . . . .                                    | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |

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|----------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>ROANOKE, VA MSA—Con.</b>      |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 421                              | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4213                             | Lumber & other construction materials whsle .....                       | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42131                            | Lumber, plywood, millwork, & wood panel whsle .....                     | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310                           | Lumber, plywood, millwork, & wood panel whsle .....                     | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42133                            | Roofing, siding, & insulation material whsle .....                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421330                           | Roofing, siding, & insulation material whsle .....                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213301                          | Roofing, siding, & insulation material whsle .....                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                             | Professional & commercial equipment & supplies whsle .....              | 49                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42142                            | Office equipment whsle .....  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421420                           | Office equipment whsle .....  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143                            | Computer & computer peripheral equipment & software whsle .....         | 9                       | 18 472          | 1 606                    | 317                             | 75  | 3 829                        | 1 702  | 1 415  |
| 4214301                          | Computer & peripheral equipment whsle .....                             | 9                       | 18 472          | 1 606                    | 317                             | 75  | 3 829                        | 1 702  | 1 415  |
| 42144                            | Other commercial equipment whsle .....                                  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421440                           | Other commercial equipment whsle .....                                  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214402                          | Store machines & equipment whsle .....                                  | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42145                            | Medical, dental, & hospital equipment & supplies whsle .....            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421450                           | Medical, dental, & hospital equipment & supplies whsle .....            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214501                          | Surgical, medical, & hospital supplies whsle .....                      | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42146                            | Ophthalmic goods whsle .....  | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421460                           | Ophthalmic goods whsle .....  | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215                             | Metal & mineral (except petroleum) whsle .....                          | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151                            | Metal service centers & offices .....                                   | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421510                           | Metal service centers & offices .....                                   | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215101                          | Ferrous metal service centers & sales offices .....                     | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                             | Electrical goods whsle .....  | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42161                            | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421610                           | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169                            | Other electronic parts & equipment whsle .....                          | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690                           | Other electronic parts & equipment whsle .....                          | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4217                             | Hardware, & plumbing & heating equipment & supplies whsle .....         | 30                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42171                            | Hardware whsle .....  | 12                      | 42 187          | 5 338                    | 1 556                           | 205   | 11 282                       | 9 063  | 8 210  |
| 421710                           | Hardware whsle .....  | 12                      | 42 187          | 5 338                    | 1 556                           | 205   | 11 282                       | 9 063  | 8 210  |
| 42173                            | Warm air heating & air-conditioning equipment & supplies whsle .....    | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730                           | Warm air heating & air-conditioning equipment & supplies whsle .....    | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whsle .....                            | 102                     | 251 504         | 33 320                   | 8 159                           | 1 056   | 60 295                       | 46 117   | 51 249   |
| 42181                            | Construction & mining (except petroleum) machinery & equip whsle .....  | 14                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421810                           | Construction & mining (except petroleum) machinery & equip whsle .....  | 14                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42182                            | Farm & garden machinery & equipment whsle .....                         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820                           | Farm & garden machinery & equipment whsle .....                         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218202                          | Farm machinery & equipment—whsle distributors .....                     | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183                            | Industrial machinery & equipment whsle .....                            | 40                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421830                           | Industrial machinery & equipment whsle .....                            | 40                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218303                          | General-purpose industrial machinery & equipment whsle .....            | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218304                          | Metalworking machinery & equipment whsle .....                          | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218305                          | Materials handling equipment whsle .....                                | 7                       | 24 178          | 3 972                    | 1 083                           | 123   | 7 096                        | 2 963  | 2 954  |
| 42184                            | Industrial supplies whsle .....   | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421840                           | Industrial supplies whsle .....   | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218401                          | General-line industrial supplies whsle .....                            | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218406                          | Other industrial supplies whsle .....                                   | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code   | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>ROANOKE, VA MSA—Con.</b>                                |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                           |  |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods—Con.  |                         |                 |                          |                                 |   |                              |  |  |
| 4218   | Machinery, equipment, & supplies whsle—Con.                                |                         |                 |                          |                                 |   |                              |  |  |
| 42185  | Service establishment equipment & supplies whsle . . . . .                 | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850   | Service establishment equipment & supplies whsle . . . . .                 | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle . . .                                    | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42193  | Recyclable material whsle . . . . .  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421930   | Recyclable material whsle . . . . .  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219301  | Iron & steel scrap processors & dealers . . . . .                          | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . . | 5                       | 19 136          | 2 782                    | 729                             | 96  | 5 546                        | 2 965  | 3 513  |
| 4219303  | Other recyclable material whsle . . . . .                                  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42199  | Other miscellaneous durable goods whsle . . . . .                          | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990   | Other miscellaneous durable goods whsle . . . . .                          | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .                                | 93                      | 553 254         | 44 431                   | 10 380                          | 1 457   | 81 929                       | 37 645   | 40 347   |
| 4221   | Paper & paper product whsle . . . . .                                      | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42212  | Stationery & office supplies whsle . . .                                   | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422120   | Stationery & office supplies whsle . . .                                   | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42213  | Industrial & personal service paper whsle . . . . .                        | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422130   | Industrial & personal service paper whsle . . . . .                        | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . . .                                 | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . . .                                 | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle . . . . .                           | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle . . . . .                           | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226902  | Other chemical & allied products whsle . . . . .                           | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                             | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4228   | Beer, wine, & distilled alcoholic beverage whsle . . . . .                 | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                             | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42291  | Farm supplies whsle . . . . .  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910   | Farm supplies whsle . . . . .  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229102  | Farm supplies—whsle distributors . . . . .                                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42299  | Other miscellaneous nondurable goods whsle . . . . .                       | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422990   | Other miscellaneous nondurable goods whsle . . . . .                       | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229904  | Other nondurable goods whsle . . . . .                                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . .</b> |  | <b>50</b>               | <b>771 853</b>  | <b>50 045</b>            | <b>13 018</b>                   | <b>1 355</b>  | <b>82 613</b>                | <b>47 043</b>                                  | <b>51 910</b>                                  |
| 421  | Wholesale trade, durable goods . . . . .                                   | 32                      | 296 540         | 28 488                   | 7 824                           | 681   | 44 793                       | 37 725   | 41 012   |
| 4214   | Professional & commercial equipment & supplies whsle . . . . .             | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                           | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42184  | Industrial supplies whsle . . . . .  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840   | Industrial supplies whsle . . . . .  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .                                | 18                      | 475 313         | 21 557                   | 5 194                           | 674   | 37 820                       | 9 318  | 10 898   |
| 4224   | Grocery & related products whsle . . . . .                                 | 7                       | 207 398         | 19 034                   | 4 518                           | 602   | 30 288                       | 5 646  | 7 191  |
| 42249  | Other grocery & related products whsle . . . . .                           | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle . . . . .                           | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                             | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals . . . . .                              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals . . . . .                              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . .                  | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |



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|---|---|-------------------------|-------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>ROANOKE, VA MSA—Con.</b>                   |   |                         |                   |                          |                                 |   |                              |  |  |
|   | <b>Agents, brokers, and commission merchants . . . . .</b>          | <b>51</b>               | <b>280 646</b>    | <b>7 926</b>             | <b>1 646</b>                    | <b>256</b>  | <b>12 452</b>                | <b>59</b>                                      | <b>53</b>                                      |
| 421   | Wholesale trade, durable goods . . . . .                            | 34                      | 76 459            | 2 787                    | 587                             | 70  | 4 880                        | 11   | 9  |
| 4216  | Electrical goods whsle . . . . .                                    | 11                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle . . . . .                    | 10                      | D                 | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . . .                         | 17                      | 204 187           | 5 139                    | 1 059                           | 186   | 7 572                        | 48   | 44   |
| 4224  | Grocery & related products whsle . . . . .                          | 12                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle . . . . .                    | 3                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle . . . . .                    | 3                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA</b> |   |                         |                   |                          |                                 |   |                              |  |  |
| <b>42</b>                                     | <b>Wholesale trade . . . . .</b>                                    | <b>8 247</b>            | <b>80 810 198</b> | <b>5 174 022</b>         | <b>1 279 409</b>                | <b>123 675</b>  | <b>9 800 975</b>             | <b>4 194 416</b>                               | <b>4 409 379</b>                               |
| 421   | Wholesale trade, durable goods . . . . .                            | 5 718                   | D                 | D                        | D                               | l   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 533                     | 18 821 241        | 285 973                  | 70 075                          | 8 304   | 714 019                      | 708 797  | 722 800  |
| 42111   | Automobile & other motor vehicle whsle . . . . .                    | 162                     | 16 553 996        | 117 905                  | 29 391                          | 3 376   | 380 747                      | 323 267  | 311 016  |
| 421110  | Automobile & other motor vehicle whsle . . . . .                    | 162                     | 16 553 996        | 117 905                  | 29 391                          | 3 376   | 380 747                      | 323 267  | 311 016  |
| 4211101                                       | Automobile & motorcycle whsle . . . . .                             | 89                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4211102                                       | Bus & recreational vehicle whsle . . . . .                          | 9                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211103                                       | Light truck & van (14,000 lb or less) whsle . . . . .               | 14                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4211104                                       | Medium truck & tractor (14,001 lb to 26,000 lb) whsle . . . . .     | 12                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4211105                                       | Heavy truck & tractor (over 26,000 lb) whsle . . . . .              | 38                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 42112   | Motor vehicle supplies & new parts whsle . . . . .                  | 214                     | D                 | D                        | D                               | h   | D                            | D  | D  |
| 421120  | Motor vehicle supplies & new parts whsle . . . . .                  | 214                     | D                 | D                        | D                               | h   | D                            | D  | D  |
| 4211201                                       | Motor vehicle supplies & new parts—warehouse distributors . . . . . | 93                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4211202                                       | Motor vehicle supplies & new parts—jobbers . . . . .                | 112                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4211203                                       | Petroleum products marketing equipment whsle . . . . .              | 9                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42113   | Tire & tube whsle . . . . .   | 32                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 421130  | Tire & tube whsle . . . . .   | 32                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42114   | Motor vehicle parts, (used) whsle . . . . .                         | 125                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 421140  | Motor vehicle parts, (used) whsle . . . . .                         | 125                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4212  | Furniture & home furnishings whsle . . . . .                        | 416                     | D                 | D                        | D                               | h   | D                            | D  | D  |
| 42121   | Furniture whsle . . . . .   | 221                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 421210  | Furniture whsle . . . . .   | 221                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4212101                                       | Household & lawn furniture whsle . . . . .                          | 73                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4212102                                       | Office & business furniture whsle . . . . .                         | 148                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 42122   | Home furnishings whsle . . . . .                                    | 195                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 421220  | Home furnishings whsle . . . . .                                    | 195                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4212201                                       | Household china, glassware, & crockery whsle . . . . .              | 33                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4212202                                       | Linens, domestics, draperies, & curtains whsle . . . . .            | 36                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4212203                                       | Floor coverings whsle . . . . .                                     | 74                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4212204                                       | Other home furnishings whsle . . . . .                              | 52                      | 125 459           | 15 822                   | 3 930                           | 502   | 28 183                       | 9 764  | 11 134   |
| 4213  | Lumber & other construction materials whsle . . . . .               | 288                     | D                 | D                        | D                               | h   | D                            | D  | D  |
| 42131   | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 127                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 421310  | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 127                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4213101                                       | Lumber without yard whsle . . . . .                                 | 10                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4213102                                       | Lumber with yard whsle . . . . .                                    | 23                      | 224 926           | 17 259                   | 4 123                           | 590   | 33 363                       | 30 076   | 27 349   |
| 4213103                                       | Plywood, veneer, millwork, & wood panel whsle . . . . .             | 94                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 42132   | Brick, stone, & related construction materials whsle . . . . .      | 58                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 421320  | Brick, stone, & related construction materials whsle . . . . .      | 58                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4213201                                       | Brick, block, tile, clay/cement sewer pipe whsle . . . . .          | 29                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4213202                                       | Sand, gravel, & stone whsle . . . . .                               | 21                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4213203                                       | Cement, lime, & related products whsle . . . . .                    | 8                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42133   | Roofing, siding, & insulation material whsle . . . . .              | 38                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 421330  | Roofing, siding, & insulation material whsle . . . . .              | 38                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4213301                                       | Roofing, siding, & insulation material whsle . . . . .              | 38                      | D                 | D                        | D                               | e   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                          |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4213       | Lumber & other construction materials whsle—Con.                            |                         |                 |                          |                                 |   |                              |  |  |
| 42139      | Other construction materials whsle . . .                                    | 65                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421390     | Other construction materials whsle . . . . .                                | 65                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4213901    | Flat glass & other construction glass whsle . . . . .                       | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213902    | Other construction materials whsle . . . . .                                | 53                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 1 339                   | D               | D                        | D                               | k   | D                            | D  | D  |
| 42141      | Photographic equipment & supplies whsle . . . . .                           | 41                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421410     | Photographic equipment & supplies whsle . . . . .                           | 41                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42142      | Office equipment whsle . . . . .  | 191                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 421420     | Office equipment whsle . . . . .  | 191                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 631                     | D               | D                        | D                               | j   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 631                     | D               | D                        | D                               | j   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | 521                     | 8 415 337       | 911 656                  | 244 051                         | 13 559  | 1 601 220                    | 368 140  | 360 590  |
| 42143011   | Computers & peripheral equipment for resale . . . . .                       | 150                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | 371                     | D               | D                        | D                               | j   | D                            | D  | D  |
| 4214302    | Computer software (packaged) whsle . . . . .                                | 110                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle . . . . .                                  | 128                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle . . . . .                                  | 128                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4214401    | Restaurant & hotel equipment & supplies whsle . . . . .                     | 79                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214402    | Store machines & equipment whsle . . . . .                                  | 49                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 230                     | 1 329 116       | 133 111                  | 33 149                          | 2 782   | 253 976                      | 95 805   | 91 789   |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 230                     | 1 329 116       | 133 111                  | 33 149                          | 2 782   | 253 976                      | 95 805   | 91 789   |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | 209                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4214502    | Dental equipment & supplies whsle . . . . .                                 | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42146      | Ophthalmic goods whsle . . . . .  | 32                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421460     | Ophthalmic goods whsle . . . . .  | 32                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42149      | Other professional equipment & supplies whsle . . . . .                     | 86                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421490     | Other professional equipment & supplies whsle . . . . .                     | 86                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214901    | Religious & school supplies whsle . . . . .                                 | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214902    | Other professional equipment & supplies whsle . . . . .                     | 73                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 166                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42151      | Metal service centers & offices . . . . .                                   | 150                     | 1 611 367       | 78 079                   | 17 354                          | 2 133   | 146 951                      | 94 069   | 101 250  |
| 421510     | Metal service centers & offices . . . . .                                   | 150                     | 1 611 367       | 78 079                   | 17 354                          | 2 133   | 146 951                      | 94 069   | 101 250  |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | 122                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42151011   | Ferrous metal service centers . . . . .                                     | 73                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42151012   | Ferrous metal sales offices . . . . .                                       | 49                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215102    | Nonferrous metal service centers & sales offices . . . . .                  | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151021   | Nonferrous metal service centers . . . . .                                  | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215201    | Coal whsle . . . . .  | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215202    | Other mineral & ore whsle . . . . .   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .  | 882                     | D               | D                        | D                               | j   | D                            | D  | D  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 242                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 242                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | 69                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | 69                      | D               | D                        | D                               | f   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

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| NAICS code | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                     |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4216       | Electrical goods whsle—Con.  |                         |                 |                          |                                 |   |                              |  |  |
| 42169      | Other electronic parts & equipment whsle .....                         | 571                     | D               | D                        | D                               | i   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle .....                         | 571                     | D               | D                        | D                               | i   | D                            | D  | D  |
| 4216901    | Communications equipment & supplies whsle.....                         | 320                     | D               | D                        | D                               | i   | D                            | D  | D  |
| 4216902    | Electronic parts (excluding communications equipment) whsle .....      | 251                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....        | 470                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42171      | Hardware whsle .....   | 188                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421710     | Hardware whsle .....   | 188                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle .....        | 114                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle .....        | 114                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....   | 139                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle.....    | 139                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42174      | Refrigeration equipment & supplies whsle .....                         | 29                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421740     | Refrigeration equipment & supplies whsle.....                          | 29                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle .....                           | 1 087                   | D               | D                        | D                               | j   | D                            | D  | D  |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle ..... | 102                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle ..... | 102                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42182      | Farm & garden machinery & equipment whsle .....                        | 71                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421820     | Farm & garden machinery & equipment whsle .....                        | 71                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218201    | Farm machinery & equipment—farm dealers .....                          | 48                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218202    | Farm machinery & equipment—whsle distributors .....                    | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218203    | Lawn & garden machinery & equipment whsle.....                         | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle .....                           | 466                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 421830     | Industrial machinery & equipment whsle .....                           | 466                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4218301    | Food-processing machinery & equipment whsle .....                      | 26                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....  | 49                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42183021   | Hydraulic & pneumatic pumps & motors whsle .....                       | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle .....       | 34                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218303    | General-purpose industrial machinery & equipment whsle ..              | 161                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218304    | Metalworking machinery & equipment whsle .....                         | 25                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218305    | Materials handling equipment whsle .....                               | 82                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218306    | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle ..     | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218307    | Other industrial machinery & equipment whsle.....                      | 114                     | D               | D                        | D                               | f   | D                            | D  | D  |
| 42184      | Industrial supplies whsle .....  | 185                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421840     | Industrial supplies whsle .....  | 185                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218401    | General-line industrial supplies whsle .....                           | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218402    | Mechanical power transmission supplies whsle .....                     | 29                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218403    | Welding supplies whsle .....   | 33                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218404    | Industrial containers & supplies whsle .....                           | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218405    | Industrial valves & fittings (except fluid-power) whsle .....          | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218406    | Other industrial supplies whsle ..                                     | 55                      | D               | D                        | D                               | e   | D                            | D  | D  |

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|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                     |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4218       | Machinery, equipment, & supplies whsle—Con.                            |                         |                 |                          |                                 |   |                              |  |  |
| 42185      | Service establishment equipment & supplies whsle.....                  | 168                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421850     | Service establishment equipment & supplies whsle.....                  | 168                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218501    | Beauty & barber shop equipment & supplies whsle...                     | 28                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218502    | Custodial, janitors' equipment & supplies whsle.....                   | 62                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218503    | Laundry & dry-cleaning equipment & supplies whsle...                   | 22                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218504    | Other service establishment equipment & supplies whsle...              | 56                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle.....     | 95                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle.....     | 95                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle...                  | 58                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218602    | Marine machinery, equipment, & supplies whsle.....                     | 25                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218603    | Other transportation equipment & supplies whsle.....                   | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle...                                   | 537                     | D               | D                        | D                               | i   | D                            | D  | D  |
| 42191      | Sporting & recreational goods & supplies whsle.....                    | 86                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421910     | Sporting & recreational goods & supplies whsle.....                    | 86                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42192      | Toy & hobby goods & supplies whsle.....                                | 63                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421920     | Toy & hobby goods & supplies whsle.....                                | 63                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42193      | Recyclable material whsle.....   | 136                     | 662 239         | 60 490                   | 14 085                          | 2 107   | 140 305                      | 26 027   | 23 612   |
| 421930     | Recyclable material whsle.....   | 136                     | 662 239         | 60 490                   | 14 085                          | 2 107   | 140 305                      | 26 027   | 23 612   |
| 4219301    | Iron & steel scrap processors & dealers.....                           | 30                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment).....  | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42193012   | Iron & steel scrap processors (not using power processing equip).....  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219302    | Recyclable paper & paperboard whsle.....                               | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4219303    | Other recyclable material whsle.....                                   | 74                      | 402 998         | 24 920                   | 5 424                           | 975   | 50 298                       | 14 110   | 10 696   |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle.....   | 87                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle...     | 87                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4219401    | Jewelry, watch, diamonds, precious stone, & silverware whsle.....      | 76                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219402    | Precious metal (excluding ores) whsle.....                             | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle.....                           | 165                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle.....                           | 165                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4219902    | Forest products (except lumber) whsle.....                             | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219903    | General merchandise (durable goods) whsle.....                         | 47                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219904    | Prerecorded media whsle.....   | 40                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle..... | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42199042   | Prerecorded video tapes whsle.....                                     | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219905    | Fire extinguishers & fire safety equipment whsle.....                  | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219906    | Other durable goods whsle.....   | 45                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods.....                                 | 2 529                   | D               | D                        | D                               | k   | D                            | D  | D  |
| 4221       | Paper & paper product whsle.....                                       | 317                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42211      | Printing & writing paper whsle.....                                    | 40                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422110     | Printing & writing paper whsle.....                                    | 40                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42212      | Stationery & office supplies whsle...                                  | 190                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 422120     | Stationery & office supplies whsle.                                    | 190                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42213      | Industrial & personal service paper whsle.....                         | 87                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422130     | Industrial & personal service paper whsle.....                         | 87                      | D               | D                        | D                               | g   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                          |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                                      |                         |                 |                          |                                 |   |                              |  |  |
| 4222       | Drugs, & druggists' sundries whsle . . . .                                  | 117                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42221      | Drugs, & druggists' sundries whsle . . .                                    | 117                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 422210     | Drugs, & druggists' sundries whsle . . . . .                                | 117                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4222101    | General-line drugs whsle . . . . .  | 48                      | 862 601         | 27 275                   | 7 055                           | 917   | 57 348                       | 91 600   | 109 191  |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 69                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                             | 225                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42231      | Piece goods, notions, & other dry goods whsle . . . . .                     | 53                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422310     | Piece goods, notions, & other dry goods whsle . . . . .                     | 53                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223101    | Piece goods—jobbers . . . . .   | 47                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42232      | Men's & boys' clothing & furnishings whsle . . . . .                        | 88                      | 279 713         | 31 717                   | 6 752                           | 1 135   | 63 591                       | 50 053   | 71 964   |
| 422320     | Men's & boys' clothing & furnishings whsle . . . . .                        | 88                      | 279 713         | 31 717                   | 6 752                           | 1 135   | 63 591                       | 50 053   | 71 964   |
| 42233      | Women's, children's, & infants' clothing & accessories whsle . . . . .      | 67                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422330     | Women's, children's, & infants' clothing & accessories whsle . . . . .      | 67                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42234      | Footwear whsle . . . . .  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422340     | Footwear whsle . . . . .  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                                  | 790                     | D               | D                        | D                               | j   | D                            | D  | D  |
| 42241      | General-line grocery whsle . . . . .  | 92                      | 3 088 135       | 166 481                  | 37 167                          | 4 620   | 287 381                      | 134 222  | 153 546  |
| 422410     | General-line grocery whsle . . . . .  | 92                      | 3 088 135       | 166 481                  | 37 167                          | 4 620   | 287 381                      | 134 222  | 153 546  |
| 4224103    | Other general-line grocery whsle . . . . .                                  | 84                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 42242      | Packaged frozen food whsle . . . . .  | 77                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422420     | Packaged frozen food whsle . . . . .  | 77                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42243      | Dairy products, (except dried or canned) whsle . . . . .                    | 35                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422430     | Dairy products, (except dried or canned) whsle . . . . .                    | 35                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224301    | Raw milk whsle . . . . .  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224302    | Dairy product (except raw milk) whsle . . . . .                             | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42244      | Poultry & poultry product whsle . . . . .                                   | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422440     | Poultry & poultry product whsle . . . . .                                   | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224402    | Poultry & poultry product (except live) whsle . . . . .                     | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42245      | Confectionery whsle . . . . .   | 47                      | 578 144         | 38 538                   | 10 288                          | 1 336   | 70 743                       | 10 331   | 13 413   |
| 422450     | Confectionery whsle . . . . .   | 47                      | 578 144         | 38 538                   | 10 288                          | 1 336   | 70 743                       | 10 331   | 13 413   |
| 42246      | Fish & seafood whsle . . . . .  | 59                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422460     | Fish & seafood whsle . . . . .  | 59                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42247      | Meat & meat product whsle . . . . .   | 56                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422470     | Meat & meat product whsle . . . . .   | 56                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42248      | Fresh fruit & vegetable whsle . . . . .                                     | 95                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422480     | Fresh fruit & vegetable whsle . . . . .                                     | 95                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                            | 306                     | 3 643 135       | 229 174                  | 55 531                          | 7 679   | 448 901                      | 110 696  | 101 817  |
| 422490     | Other grocery & related products whsle . . . . .                            | 306                     | 3 643 135       | 229 174                  | 55 531                          | 7 679   | 448 901                      | 110 696  | 101 817  |
| 4224901    | Coffee, tea, & spice whsle . . . . .  | 42                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224902    | Bread & baked goods whsle . . . . .   | 72                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 4224903    | Soft drinks whsle . . . . .   | 57                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224904    | Canned goods whsle . . . . .  | 26                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224905    | Food & beverage basic materials whsle . . . . .                             | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224906    | Other grocery specialties whsle . . . . .                                   | 96                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle . . . . .                                   | 43                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42251      | Grain & field bean whsle . . . . .  | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422510     | Grain & field bean whsle . . . . .  | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42252      | Livestock whsle . . . . .   | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422520     | Livestock whsle . . . . .   | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42259      | Other farm product raw material whsle . . . . .                             | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422590     | Other farm product raw material whsle . . . . .                             | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle . . . . .                                  | 214                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42261      | Plastics materials & basic forms & shapes whsle . . . . .                   | 46                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422610     | Plastics materials & basic forms & shapes whsle . . . . .                   | 46                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42269      | Other chemical & allied products whsle . . . . .                            | 168                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 422690     | Other chemical & allied products whsle . . . . .                            | 168                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4226901    | Industrial gases (except LP) whsle . . . . .                                | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whsle . . . . .                            | 153                     | D               | D                        | D                               | g   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

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| NAICS code | Geographic area, type of operation, and kind of business         | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>               |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                      |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                           |                         |                 |                          |                                 |   |                              |  |  |
| 4227       | Petroleum & petroleum products                                   |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....  | 98                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals                              | 56                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals                              | 56                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP)                  | 53                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP)                              | 36                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42271012   | Petroleum bulk terminals (except LP)                             | 17                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4227102    | Liquefied petroleum bulk stations & terminals                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) | 42                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) | 42                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle                 | 117                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42281      | Beer & ale whsle   | 49                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422810     | Beer & ale whsle   | 49                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42282      | Wine & distilled alcoholic beverage whsle                        | 68                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422820     | Wine & distilled alcoholic beverage whsle                        | 68                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle        | 68                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle                             | 608                     | 3 043 642       | 212 456                  | 49 334                          | 7 052   | 430 730                      | 178 308  | 202 077  |
| 42291      | Farm supplies whsle  | 52                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422910     | Farm supplies whsle  | 52                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4229101    | Farm supplies—farm dealers                                       | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229102    | Farm supplies—whsle distributors                                 | 33                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42292      | Book, periodical, & newspaper whsle                              | 145                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 422920     | Book, periodical, & newspaper whsle                              | 145                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42293      | Flower, nursery stock, & florists' supplies whsle                | 62                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422930     | Flower, nursery stock, & florists' supplies whsle                | 62                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42294      | Tobacco & tobacco product whsle                                  | 26                      | 803 774         | 28 528                   | 7 369                           | 1 199   | 51 682                       | 37 691   | 44 896   |
| 422940     | Tobacco & tobacco product whsle                                  | 26                      | 803 774         | 28 528                   | 7 369                           | 1 199   | 51 682                       | 37 691   | 44 896   |
| 42295      | Paint, varnish, & supplies whsle                                 | 61                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422950     | Paint, varnish, & supplies whsle                                 | 61                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4229501    | Paint, varnish, & supplies whsle                                 | 61                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42299      | Other miscellaneous nondurable goods whsle                       | 262                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle                       | 262                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4229901    | Art goods whsle  | 81                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229902    | General merchandise (nondurable goods) whsle                     | 65                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229904    | Other nondurable goods whsle                                     | 112                     | D               | D                        | D                               | f   | D                            | D  | D  |
|            | <b>Merchant wholesalers</b>                                      | <b>6 608</b>            | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>l</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods                                   | 4 570                   | D               | D                        | D                               | l   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle             | 489                     | D               | D                        | D                               | i   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle                           | 144                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle                           | 144                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4211101    | Automobile & motorcycle whsle                                    | 79                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211102    | Bus & recreational vehicle whsle                                 | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211103    | Light truck & van (14,000 lb or less) whsle                      | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211104    | Medium truck & tractor (14,001 lb to 26,000 lb) whsle            | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle                     | 37                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle                         | 189                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle                         | 189                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors        | 86                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211202    | Motor vehicle supplies & new parts—jobbers                       | 94                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4211203    | Petroleum products marketing equipment whsle                     | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42113      | Tire & tube whsle  | 31                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421130     | Tire & tube whsle  | 31                      | D               | D                        | D                               | e   | D                            | D  | D  |

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| NAICS code   | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                   |   |                         |                 |                          |                                 |   |                              |  |  |
| Wholesale trade, durable goods—Con.                |   |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Motor vehicle & motor vehicle parts & supplies whsle—Con.           |                         |                 |                          |                                 |   |                              |  |  |
| 42114  | Motor vehicle parts, (used) whsle . . .                             | 125                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421140   | Motor vehicle parts, (used) whsle . . .                             | 125                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4212   | Furniture & home furnishings whsle . . .                            | 307                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42121  | Furniture whsle . . . . .   | 142                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421210   | Furniture whsle . . . . .   | 142                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4212101  | Household & lawn furniture whsle . . . . .                          | 44                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4212102  | Office & business furniture whsle . . . . .                         | 98                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42122  | Home furnishings whsle . . . . .                                    | 165                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421220   | Home furnishings whsle . . . . .                                    | 165                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4212201  | Household china, glassware, & crockery whsle . . . . .              | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4212202  | Linens, domestics, draperies, & curtains whsle . . . . .            | 31                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4212203  | Floor coverings whsle . . . . .                                     | 65                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4212204  | Other home furnishings whsle . . . . .                              | 43                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whsle . . . . .               | 216                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42131  | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 105                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421310   | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 105                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4213101  | Lumber without yard whsle . . . . .                                 | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213102  | Lumber with yard whsle . . . . .                                    | 23                      | 224 926         | 17 259                   | 4 123                           | 590   | 33 363                       | 30 076   | 27 349   |
| 4213103  | Plywood, veneer, millwork, & wood panel whsle . . . . .             | 72                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42132  | Brick, stone, & related construction materials whsle . . . . .      | 35                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421320   | Brick, stone, & related construction materials whsle . . . . .      | 35                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213201  | Brick, block, tile, clay/cement sewer pipe whsle . . . . .          | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213202  | Sand, gravel, & stone whsle . . . . .                               | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42133  | Roofing, siding, & insulation material whsle . . . . .              | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421330   | Roofing, siding, & insulation material whsle . . . . .              | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213301  | Roofing, siding, & insulation material whsle . . . . .              | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42139  | Other construction materials whsle . . . . .                        | 53                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421390   | Other construction materials whsle . . . . .                        | 53                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4213901  | Flat glass & other construction glass whsle . . . . .               | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213902  | Other construction materials whsle . . . . .                        | 43                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214   | Professional & commercial equipment & supplies whsle . . . . .      | 1 087                   | D               | D                        | D                               | j   | D                            | D  | D  |
| 42141  | Photographic equipment & supplies whsle . . . . .                   | 34                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421410   | Photographic equipment & supplies whsle . . . . .                   | 34                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42142  | Office equipment whsle . . . . .                                    | 163                     | 513 306         | 109 797                  | 27 067                          | 3 008   | 193 766                      | 50 982   | 57 837   |
| 421420   | Office equipment whsle . . . . .                                    | 163                     | 513 306         | 109 797                  | 27 067                          | 3 008   | 193 766                      | 50 982   | 57 837   |
| 42143  | Computer & computer peripheral equipment & software whsle . . . . . | 519                     | D               | D                        | D                               | i   | D                            | D  | D  |
| 421430   | Computer & computer peripheral equipment & software whsle . . . . . | 519                     | D               | D                        | D                               | i   | D                            | D  | D  |
| 4214301  | Computer & peripheral equipment whsle . . . . .                     | 415                     | D               | D                        | D                               | i   | D                            | D  | D  |
| 42143011   | Computers & peripheral equipment for resale . . . . .               | 113                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .              | 302                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4214302  | Computer software (packaged) whsle . . . . .                        | 104                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42144  | Other commercial equipment whsle . . . . .                          | 101                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421440   | Other commercial equipment whsle . . . . .                          | 101                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4214401  | Restaurant & hotel equipment & supplies whsle . . . . .             | 58                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214402  | Store machines & equipment whsle . . . . .                          | 43                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42145  | Medical, dental, & hospital equipment & supplies whsle . . . . .    | 177                     | 1 000 299       | 100 900                  | 24 840                          | 2 315   | 195 905                      | 90 337   | 86 212   |
| 421450   | Medical, dental, & hospital equipment & supplies whsle . . . . .    | 177                     | 1 000 299       | 100 900                  | 24 840                          | 2 315   | 195 905                      | 90 337   | 86 212   |
| 4214501  | Surgical, medical, & hospital supplies whsle . . . . .              | 159                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4214502  | Dental equipment & supplies whsle . . . . .                         | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42146  | Ophthalmic goods whsle . . . . .                                    | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421460   | Ophthalmic goods whsle . . . . .                                    | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code   | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                   |  |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4214   | Professional & commercial equipment & supplies whsle—Con.              |                         |                 |                          |                                 |   |                              |  |  |
| 42149  | Other professional equipment & supplies whsle.....                     | 66                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421490   | Other professional equipment & supplies whsle.....                     | 66                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214901  | Religious & school supplies whsle.....                                 | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214902  | Other professional equipment & supplies whsle.....                     | 55                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4215   | Metal & mineral (except petroleum) whsle.....                          | 135                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42151  | Metal service centers & offices.....                                   | 122                     | 1 155 051       | 66 750                   | 14 257                          | 1 852   | 121 904                      | 72 674   | 78 161   |
| 421510   | Metal service centers & offices.....                                   | 122                     | 1 155 051       | 66 750                   | 14 257                          | 1 852   | 121 904                      | 72 674   | 78 161   |
| 4215101  | Ferrous metal service centers & sales offices.....                     | 100                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42151011   | Ferrous metal service centers.....                                     | 65                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42151012   | Ferrous metal sales offices.....                                       | 35                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215102  | Nonferrous metal service centers & sales offices.....                  | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151021   | Nonferrous metal service centers.....                                  | 17                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42152  | Coal & other mineral & ore whsle.....                                  | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421520   | Coal & other mineral & ore whsle.....                                  | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215201  | Coal whsle.....  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215202  | Other mineral & ore whsle.....   | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216   | Electrical goods whsle.....  | 571                     | D               | D                        | D                               | i   | D                            | D  | D  |
| 42161  | Electrical apparatus & equip, wiring supp, & const material whsle..... | 150                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421610   | Electrical apparatus & equip, wiring supp, & const material whsle..... | 150                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42162  | Electrical appliance, television & radio set whsle.....                | 50                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421620   | Electrical appliance, television & radio set whsle.....                | 50                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42169  | Other electronic parts & equipment whsle.....                          | 371                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 421690   | Other electronic parts & equipment whsle.....                          | 371                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4216901  | Communications equipment & supplies whsle.....                         | 194                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4216902  | Electronic parts (excluding communications equipment) whsle.....       | 177                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whsle.....         | 382                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42171  | Hardware whsle.....  | 165                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421710   | Hardware whsle.....  | 165                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42172  | Plumbing & heating equipment & supplies (hydronics) whsle.....         | 78                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421720   | Plumbing & heating equipment & supplies (hydronics) whsle.....         | 78                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42173  | Warm air heating & air-conditioning equipment & supplies whsle.....    | 113                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421730   | Warm air heating & air-conditioning equipment & supplies whsle.....    | 113                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42174  | Refrigeration equipment & supplies whsle.....                          | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421740   | Refrigeration equipment & supplies whsle.....                          | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle.....                            | 906                     | D               | D                        | D                               | i   | D                            | D  | D  |
| 42181  | Construction & mining (except petroleum) machinery & equip whsle.....  | 90                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 421810   | Construction & mining (except petroleum) machinery & equip whsle.....  | 90                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42182  | Farm & garden machinery & equipment whsle.....                         | 64                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421820   | Farm & garden machinery & equipment whsle.....                         | 64                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218201  | Farm machinery & equipment—farm dealers.....                           | 48                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218202  | Farm machinery & equipment—whsle distributors.....                     | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218203  | Lawn & garden machinery & equipment whsle.....                         | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |



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| NAICS code   | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                   |  |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4218   | Machinery, equipment, & supplies whsle—Con.                            |                         |                 |                          |                                 |   |                              |  |  |
| 42183  | Industrial machinery & equipment whsle .....                           | 378                     | 1 437 576       | 172 948                  | 40 248                          | 4 135   | 328 232                      | 181 611  | 178 402  |
| 421830   | Industrial machinery & equipment whsle .....                           | 378                     | 1 437 576       | 172 948                  | 40 248                          | 4 135   | 328 232                      | 181 611  | 178 402  |
| 4218301  | Food-processing machinery & equipment whsle.....                       | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218302  | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....  | 42                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42183021   | Hydraulic & pneumatic pumps & motors whsle .....                       | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle .....       | 32                      | 50 827          | 8 687                    | 2 166                           | 209   | 15 292                       | 6 040  | 6 323  |
| 4218303  | General-purpose industrial machinery & equipment whsle .               | 118                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218304  | Metalworking machinery & equipment whsle.....                          | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218305  | Materials handling equipment whsle .....                               | 76                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218306  | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle .      | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218307  | Other industrial machinery & equipment whsle.....                      | 90                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42184  | Industrial supplies whsle .....  | 151                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421840   | Industrial supplies whsle .....  | 151                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218401  | General-line industrial supplies whsle .....                           | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218402  | Mechanical power transmission supplies whsle .....                     | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218403  | Welding supplies whsle .....   | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218404  | Industrial containers & supplies whsle .....                           | 21                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218405  | Industrial valves & fittings (except fluid-power) whsle ...            | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218406  | Other industrial supplies whsle .                                      | 43                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42185  | Service establishment equipment & supplies whsle .....                 | 154                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421850   | Service establishment equipment & supplies whsle .....                 | 154                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218501  | Beauty & barber shop equipment & supplies whsle ...                    | 28                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218502  | Custodial, janitors' equipment & supplies whsle .....                  | 56                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218503  | Laundry & dry-cleaning equipment & supplies whsle ...                  | 21                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218504  | Other service establishment equipment & supplies whsle ...             | 49                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42186  | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 69                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421860   | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 69                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218601  | Aircraft & aeronautical equipment & supplies whsle ...                 | 43                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218602  | Marine machinery, equipment, & supplies whsle .....                    | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218603  | Other transportation equipment & supplies whsle.....                   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle ...                                  | 477                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42191  | Sporting & recreational goods & supplies whsle .....                   | 74                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421910   | Sporting & recreational goods & supplies whsle .....                   | 74                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42192  | Toy & hobby goods & supplies whsle .....                               | 57                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421920   | Toy & hobby goods & supplies whsle .....                               | 57                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42193  | Recyclable material whsle .....  | 132                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421930   | Recyclable material whsle .....  | 132                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4219301  | Iron & steel scrap processors & dealers .....                          | 30                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment).....  | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42193012   | Iron & steel scrap processors (not using power processing equip) ..... | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219302  | Recyclable paper & paperboard whsle .....                              | 30                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4219303  | Other recyclable material whsle .                                      | 72                      | D               | D                        | D                               | f   | D                            | D  | D  |

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|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                   |  |                         |                 |                          |                                 |   |                              |  |  |
| Wholesale trade, durable goods—Con.                |  |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Miscellaneous durable goods whse—Con.                                      |                         |                 |                          |                                 |   |                              |  |  |
| 4219   | Jewelry/watch/silverware/precious stone, & precious metal whse . . . .     | 81                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42194  | Jewelry/watch/silverware/precious stone, & precious metal whse . . .       | 81                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4219401  | Jewelry, watch, diamonds, precious stone, & silverware whse . . . . .      | 70                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219402  | Precious metal (excluding ores) whse . . . . .                             | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199  | Other miscellaneous durable goods whse . . . . .                           | 133                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421990   | Other miscellaneous durable goods whse . . . . .                           | 133                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4219902  | Forest products (except lumber) whse . . . . .                             | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219903  | General merchandise (durable goods) whse . . . . .                         | 41                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219904  | Prerecorded media whse . . . . .   | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whse . . . . . | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42199042   | Prerecorded video tapes whse . . . . .                                     | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219905  | Fire extinguishers & fire safety equipment whse . . . . .                  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219906  | Other durable goods whse . . . . .   | 35                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .                                | 2 038                   | D               | D                        | D                               | k   | D                            | D  | D  |
| 4221   | Paper & paper product whse . . . . .                                       | 252                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42211  | Printing & writing paper whse . . . . .                                    | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422110   | Printing & writing paper whse . . . . .                                    | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42212  | Stationery & office supplies whse . . . . .                                | 146                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 422120   | Stationery & office supplies whse . . . . .                                | 146                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42213  | Industrial & personal service paper whse . . . . .                         | 74                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422130   | Industrial & personal service paper whse . . . . .                         | 74                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4222   | Drugs, & druggists' sundries whse . . . . .                                | 102                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42221  | Drugs, & druggists' sundries whse . . . . .                                | 102                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 422210   | Drugs, & druggists' sundries whse . . . . .                                | 102                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4222101  | General-line drugs whse . . . . .  | 48                      | 862 601         | 27 275                   | 7 055                           | 917   | 57 348                       | 91 600   | 109 191  |
| 4222102  | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whse . . . . . | 54                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whse . . . . .                             | 184                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42231  | Piece goods, notions, & other dry goods whse . . . . .                     | 41                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422310   | Piece goods, notions, & other dry goods whse . . . . .                     | 41                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223101  | Piece goods—jobbers . . . . .  | 36                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42232  | Men's & boys' clothing & furnishings whse . . . . .                        | 80                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422320   | Men's & boys' clothing & furnishings whse . . . . .                        | 80                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42233  | Women's, children's, & infants' clothing & accessories whse . . . . .      | 50                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422330   | Women's, children's, & infants' clothing & accessories whse . . . . .      | 50                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42234  | Footwear whse . . . . .  | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422340   | Footwear whse . . . . .  | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224   | Grocery & related products whse . . . . .                                  | 626                     | D               | D                        | D                               | j   | D                            | D  | D  |
| 42241  | General-line grocery whse . . . . .  | 80                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 422410   | General-line grocery whse . . . . .  | 80                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 4224103  | Other general-line grocery whse . . . . .                                  | 72                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 42242  | Packaged frozen food whse . . . . .  | 54                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422420   | Packaged frozen food whse . . . . .  | 54                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42243  | Dairy products, (except dried or canned) whse . . . . .                    | 27                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422430   | Dairy products, (except dried or canned) whse . . . . .                    | 27                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224301  | Raw milk whse . . . . .  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224302  | Dairy product (except raw milk) whse . . . . .                             | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42244  | Poultry & poultry product whse . . . . .                                   | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422440   | Poultry & poultry product whse . . . . .                                   | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224402  | Poultry & poultry product (except live) whse . . . . .                     | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42245  | Confectionery whse . . . . .   | 32                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422450   | Confectionery whse . . . . .   | 32                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42246  | Fish & seafood whse . . . . .  | 57                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422460   | Fish & seafood whse . . . . .  | 57                      | D               | D                        | D                               | f   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code   | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                   |  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 4224   | Grocery & related products whsle—Con.                                  |                         |                 |                          |                                 |   |                              |  |  |
| 42247  | Meat & meat product whsle .....  | 48                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422470   | Meat & meat product whsle .....  | 48                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42248  | Fresh fruit & vegetable whsle .....                                    | 90                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422480   | Fresh fruit & vegetable whsle .....                                    | 90                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42249  | Other grocery & related products whsle .....                           | 219                     | 1 241 090       | 127 594                  | 31 021                          | 4 583   | 244 167                      | 96 914   | 87 644   |
| 422490   | Other grocery & related products whsle .....                           | 219                     | 1 241 090       | 127 594                  | 31 021                          | 4 583   | 244 167                      | 96 914   | 87 644   |
| 4224901  | Coffee, tea, & spice whsle .....                                       | 37                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224902  | Bread & baked goods whsle .....  | 45                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224903  | Soft drinks whsle .....  | 33                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224904  | Canned goods whsle .....   | 22                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224905  | Food & beverage basic materials whsle .....                            | 8                       | 114 003         | 7 746                    | 1 981                           | 222   | 19 180                       | 22 754   | 21 423   |
| 4224906  | Other grocery specialties whsle .....                                  | 74                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4225   | Farm-product raw material whsle .....                                  | 27                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42251  | Grain & field bean whsle .....   | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422510   | Grain & field bean whsle .....   | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle .....                                 | 163                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42261  | Plastics materials & basic forms & shapes whsle .....                  | 38                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422610   | Plastics materials & basic forms & shapes whsle .....                  | 38                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle .....                           | 125                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle .....                           | 125                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4226901  | Industrial gases (except LP) whsle .....                               | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226902  | Other chemical & allied products whsle .....                           | 112                     | 316 536         | 35 325                   | 7 897                           | 826   | 68 298                       | 19 152   | 19 520   |
| 4227   | Petroleum & petroleum products whsle .....                             | 73                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals .....                              | 40                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals .....                              | 40                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4227101  | Petroleum bulk stations & terminals (except LP) .....                  | 37                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) .....                              | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4227102  | Liquefied petroleum bulk stations & terminals .....                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42272  | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422720   | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4228   | Beer, wine, & distilled alcoholic beverage whsle .....                 | 103                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42281  | Beer & ale whsle .....   | 48                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422810   | Beer & ale whsle .....   | 48                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42282  | Wine & distilled alcoholic beverage whsle .....                        | 55                      | 809 924         | 80 478                   | 18 933                          | 2 067   | 140 744                      | 109 136  | 117 832  |
| 422820   | Wine & distilled alcoholic beverage whsle .....                        | 55                      | 809 924         | 80 478                   | 18 933                          | 2 067   | 140 744                      | 109 136  | 117 832  |
| 4228201  | Wine & distilled alcoholic bev (licensed operation) whsle .....        | 55                      | 809 924         | 80 478                   | 18 933                          | 2 067   | 140 744                      | 109 136  | 117 832  |
| 4229   | Miscellaneous nondurable goods whsle .....                             | 508                     | D               | D                        | D                               | i   | D                            | D  | D  |
| 42291  | Farm supplies whsle .....  | 45                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422910   | Farm supplies whsle .....  | 45                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4229101  | Farm supplies—farm dealers .....                                       | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229102  | Farm supplies—whsle distributors .....                                 | 29                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42292  | Book, periodical, & newspaper whsle .....                              | 115                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 422920   | Book, periodical, & newspaper whsle .....                              | 115                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42293  | Flower, nursery stock, & florists' supplies whsle .....                | 57                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422930   | Flower, nursery stock, & florists' supplies whsle .....                | 57                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42294  | Tobacco & tobacco product whsle .....                                  | 24                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422940   | Tobacco & tobacco product whsle .....                                  | 24                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42295  | Paint, varnish, & supplies whsle .....                                 | 38                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422950   | Paint, varnish, & supplies whsle .....                                 | 38                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229501  | Paint, varnish, & supplies whsle .....                                 | 38                      | D               | D                        | D                               | e   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code  | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>        |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                          |   |                         |                 |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods—Con.                          |                         |                 |                          |                                 |   |                              |  |  |
| 4229  | Miscellaneous nondurable goods whsle—Con.                       |                         |                 |                          |                                 |   |                              |  |  |
| 42299   | Other miscellaneous nondurable goods whsle .....                | 229                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 422990  | Other miscellaneous nondurable goods whsle .....                | 229                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4229901   | Art goods whsle .....   | 65                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229902   | General merchandise (nondurable goods) whsle .....              | 57                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229904   | Other nondurable goods whsle ..                                 | 103                     | D               | D                        | D                               | f   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |   |                         |                 |                          |                                 |   |                              |  |  |
|   |   | <b>667</b>              | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>k</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                            | 441                     | D               | D                        | D                               | j   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle .....      | 22                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle .....                    | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle .....                    | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211103   | Light truck & van (14,000 lb or less) whsle .....               | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42112   | Motor vehicle supplies & new parts whsle .....                  | 12                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 421120  | Motor vehicle supplies & new parts whsle .....                  | 12                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4211202   | Motor vehicle supplies & new parts—jobbers .....                | 10                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4212  | Furniture & home furnishings whsle ...                          | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42121   | Furniture whsle .....   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421210  | Furniture whsle .....   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212102   | Office & business furniture whsle .....                         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122   | Home furnishings whsle .....                                    | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421220  | Home furnishings whsle .....                                    | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle .....               | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42132   | Brick, stone, & related construction materials whsle .....      | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421320  | Brick, stone, & related construction materials whsle .....      | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213201   | Brick, block, tile, clay/cement sewer pipe whsle .....          | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213203   | Cement, lime, & related products whsle .....                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle .....      | 126                     | D               | D                        | D                               | j   | D                            | D  | D  |
| 42142   | Office equipment whsle .....                                    | 19                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 421420  | Office equipment whsle .....                                    | 19                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143   | Computer & computer peripheral equipment & software whsle ..... | 83                      | D               | D                        | D                               | i   | D                            | D  | D  |
| 421430  | Computer & computer peripheral equipment & software whsle ..... | 83                      | D               | D                        | D                               | i   | D                            | D  | D  |
| 4214301   | Computer & peripheral equipment whsle .....                     | 82                      | D               | D                        | D                               | i   | D                            | D  | D  |
| 42143011  | Computers & peripheral equipment for resale .....               | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42143012  | Computers & peripheral equipment for end use .....              | 55                      | D               | D                        | D                               | i   | D                            | D  | D  |
| 42144   | Other commercial equipment whsle ..                             | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421440  | Other commercial equipment whsle .....                          | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42145   | Medical, dental, & hospital equipment & supplies whsle .....    | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421450  | Medical, dental, & hospital equipment & supplies whsle .....    | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214501   | Surgical, medical, & hospital supplies whsle .....              | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle .....                  | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151   | Metal service centers & offices .....                           | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421510  | Metal service centers & offices ..                              | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215101   | Ferrous metal service centers & sales offices .....             | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151011  | Ferrous metal service centers .....                             | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |

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| NAICS code  | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>          |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Manufacturers' sales branches and sales offices—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4216  | Electrical goods whsle . . . . .  | 151                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42161   | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 35                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421610  | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 35                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42169   | Other electronic parts & equipment whsle . . . . .                          | 111                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 421690  | Other electronic parts & equipment whsle . . . . .                          | 111                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4216901   | Communications equipment & supplies whsle . . . . .                         | 91                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 4216902   | Electronic parts (excluding communications equipment) whsle . . . . .       | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42171   | Hardware whsle . . . . .  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421710  | Hardware whsle . . . . .  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42172   | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421720  | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173   | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421730  | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle . . . . .                            | 64                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42181   | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421810  | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183   | Industrial machinery & equipment whsle . . . . .                            | 25                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421830  | Industrial machinery & equipment whsle . . . . .                            | 25                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218303   | General-purpose industrial machinery & equipment whsle . . . . .            | 11                      | 75 620          | 1 161                    | 290                             | 26  | 2 197                        | 863  | 922  |
| 42184   | Industrial supplies whsle . . . . .   | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421840  | Industrial supplies whsle . . . . .   | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218406   | Other industrial supplies whsle . . . . .                                   | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42185   | Service establishment equipment & supplies whsle . . . . .                  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421850  | Service establishment equipment & supplies whsle . . . . .                  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218504   | Other service establishment equipment & supplies whsle . . . . .            | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42186   | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421860  | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle . . . . .                                 | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199   | Other miscellaneous durable goods whsle . . . . .                           | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990  | Other miscellaneous durable goods whsle . . . . .                           | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . . .                                 | 226                     | D               | D                        | D                               | i   | D                            | D  | D  |
| 4221  | Paper & paper product whsle . . . . .                                       | 32                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42212   | Stationery & office supplies whsle . . . . .                                | 26                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422120  | Stationery & office supplies whsle . . . . .                                | 26                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42213   | Industrial & personal service paper whsle . . . . .                         | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422130  | Industrial & personal service paper whsle . . . . .                         | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222  | Drugs, & druggists' sundries whsle . . . . .                                | 4                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42221   | Drugs, & druggists' sundries whsle . . . . .                                | 4                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 422210  | Drugs, & druggists' sundries whsle . . . . .                                | 4                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4222102   | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 4                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4223  | Apparel, piece goods, & notions whsle . . . . .                             | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42231   | Piece goods, notions, & other dry goods whsle . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422310  | Piece goods, notions, & other dry goods whsle . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                         |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Manufacturers' sales branches and sales offices—Con.</b>                |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4224       | Grocery & related products whsle . . . . .                                 | 74                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 42242      | Packaged frozen food whsle . . . . .                                       | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422420     | Packaged frozen food whsle . . . . .                                       | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42245      | Confectionery whsle . . . . .  | 6                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 422450     | Confectionery whsle . . . . .  | 6                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                           | 52                      | 2 207 634       | 97 557                   | 23 645                          | 2 987   | 197 380                      | 13 379   | 13 684   |
| 422490     | Other grocery & related products whsle . . . . .                           | 52                      | 2 207 634       | 97 557                   | 23 645                          | 2 987   | 197 380                      | 13 379   | 13 684   |
| 4224901    | Coffee, tea, & spice whsle . . . . .                                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224902    | Bread & baked goods whsle . . . . .  | 17                      | 299 402         | 23 486                   | 6 244                           | 913   | 47 851                       | 3 555  | 3 658  |
| 4224903    | Soft drinks whsle . . . . .  | 22                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224906    | Other grocery specialties whsle . . . . .                                  | 8                       | 1 049 463       | 11 305                   | 2 752                           | 196   | 22 118                       | —  | —  |
| 4226       | Chemical & allied products whsle . . . . .                                 | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42269      | Other chemical & allied products whsle . . . . .                           | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422690     | Other chemical & allied products whsle . . . . .                           | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whsle . . . . .                           | 31                      | 264 677         | 19 290                   | 5 310                           | 415   | 38 415                       | 6 325  | 6 915  |
| 4227       | Petroleum & petroleum products whsle . . . . .                             | 22                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                              | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                              | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                  | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42271012   | Petroleum bulk terminals (except LP) . . . . .                             | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 6                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 6                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                             | 48                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42291      | Farm supplies whsle . . . . .  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910     | Farm supplies whsle . . . . .  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229101    | Farm supplies—farm dealers . . . . .                                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42292      | Book, periodical, & newspaper whsle . . . . .                              | 23                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422920     | Book, periodical, & newspaper whsle . . . . .                              | 23                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42295      | Paint, varnish, & supplies whsle . . . . .                                 | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422950     | Paint, varnish, & supplies whsle . . . . .                                 | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229501    | Paint, varnish, & supplies whsle . . . . .                                 | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>                 | <b>972</b>              | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>i</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                                   | 707                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 22                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle . . . . .                           | 9                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle . . . . .                           | 9                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211101    | Automobile & motorcycle whsle . . . . .                                    | 7                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                         | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                         | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors . . . . .        | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle . . . . .                               | 95                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42121      | Furniture whsle . . . . .  | 70                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421210     | Furniture whsle . . . . .  | 70                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4212101    | Household & lawn furniture whsle . . . . .                                 | 28                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212102    | Office & business furniture whsle . . . . .                                | 42                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42122      | Home furnishings whsle . . . . .   | 25                      | 149 096         | 5 136                    | 1 201                           | 150   | 10 494                       | 73   | 70   |
| 421220     | Home furnishings whsle . . . . .   | 25                      | 149 096         | 5 136                    | 1 201                           | 150   | 10 494                       | 73   | 70   |
| 4212201    | Household china, glassware, & crockery whsle . . . . .                     | 7                       | 35 481          | 1 083                    | 288                             | 59  | 2 183                        | —  | —  |
| 4212202    | Linens, domestics, draperies, & curtains whsle . . . . .                   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212204    | Other home furnishings whsle . . . . .                                     | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                      |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Agents, brokers, and commission merchants—Con.</b>                   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4213       | Lumber & other construction materials whsle .....                       | 39                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....                     | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....                     | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle .....                     | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42132      | Brick, stone, & related construction materials whsle .....              | 8                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421320     | Brick, stone, & related construction materials whsle .....              | 8                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42133      | Roofing, siding, & insulation material whsle .....                      | 7                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421330     | Roofing, siding, & insulation material whsle .....                      | 7                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213301    | Roofing, siding, & insulation material whsle .....                      | 7                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42139      | Other construction materials whsle ..                                   | 10                      | 22 634          | 1 148                    | 293                             | 28  | 2 021                        | 16   | 12   |
| 421390     | Other construction materials whsle .....                                | 10                      | 22 634          | 1 148                    | 293                             | 28  | 2 021                        | 16   | 12   |
| 4213902    | Other construction materials whsle .....                                | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....              | 126                     | D               | D                        | D                               | e   | D                            | D  | D  |
| 42142      | Office equipment whsle .....  | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421420     | Office equipment whsle .....  | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle .....         | 29                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle .....         | 29                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle .....                             | 24                      | 293 098         | 7 088                    | 2 091                           | 90  | 11 557                       | 2  | 3  |
| 42143011   | Computers & peripheral equipment for resale .....                       | 10                      | 208 414         | 3 898                    | 1 206                           | 36  | 5 743                        | 2  | 3  |
| 42143012   | Computers & peripheral equipment for end use .....                      | 14                      | 84 684          | 3 190                    | 885                             | 54  | 5 814                        | —  | —  |
| 4214302    | Computer software (packaged) whsle .....                                | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle .                                      | 19                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle .....                                  | 19                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214401    | Restaurant & hotel equipment & supplies whsle .....                     | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle .....            | 42                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421450     | Medical, dental, & hospital equipment & supplies whsle .....            | 42                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214501    | Surgical, medical, & hospital supplies whsle .....                      | 39                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42149      | Other professional equipment & supplies whsle .....                     | 17                      | 24 838          | 1 707                    | 330                             | 33  | 3 444                        | 73   | 76   |
| 421490     | Other professional equipment & supplies whsle .....                     | 17                      | 24 838          | 1 707                    | 330                             | 33  | 3 444                        | 73   | 76   |
| 4214902    | Other professional equipment & supplies whsle .....                     | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle .....                          | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151      | Metal service centers & offices .....                                   | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510     | Metal service centers & offices ..                                      | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215101    | Ferrous metal service centers & sales offices .....                     | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151012   | Ferrous metal sales offices ..  | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42152      | Coal & other mineral & ore whsle ...                                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421520     | Coal & other mineral & ore whsle .                                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4216       | Electrical goods whsle .....  | 160                     | D               | D                        | D                               | f   | D                            | D  | D  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 57                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 57                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42162      | Electrical appliance, television & radio set whsle .....                | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421620     | Electrical appliance, television & radio set whsle .....                | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle .....                          | 89                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle .....                          | 89                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4216901    | Communications equipment & supplies whsle .....                         | 35                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216902    | Electronic parts (excluding communications equipment) whsle .....       | 54                      | D               | D                        | D                               | e   | D                            | D  | D  |

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|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>    |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Agents, brokers, and commission merchants—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 75                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42171   | Hardware whsle . . . . .  | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421710  | Hardware whsle . . . . .  | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42172   | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 33                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421720  | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 33                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42173   | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 18                      | 114 749         | 9 122                    | 1 825                           | 145   | 13 924                       | 230  | 255  |
| 421730  | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 18                      | 114 749         | 9 122                    | 1 825                           | 145   | 13 924                       | 230  | 255  |
| 4218  | Machinery, equipment, & supplies whsle . . . . .                            | 117                     | D               | D                        | D                               | e   | D                            | D  | D  |
| 42181   | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421810  | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42182   | Farm & garden machinery & equipment whsle . . . . .                         | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421820  | Farm & garden machinery & equipment whsle . . . . .                         | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42183   | Industrial machinery & equipment whsle . . . . .                            | 63                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421830  | Industrial machinery & equipment whsle . . . . .                            | 63                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218302   | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183021  | Hydraulic & pneumatic pumps & motors whsle . . . . .                        | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218303   | General-purpose industrial machinery & equipment whsle . . . . .            | 32                      | 96 050          | 5 239                    | 1 153                           | 109   | 10 328                       | 162  | 164  |
| 4218307   | Other industrial machinery & equipment whsle . . . . .                      | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184   | Industrial supplies whsle . . . . .   | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840  | Industrial supplies whsle . . . . .   | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218403   | Welding supplies whsle . . . . .  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42185   | Service establishment equipment & supplies whsle . . . . .                  | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850  | Service establishment equipment & supplies whsle . . . . .                  | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218504   | Other service establishment equipment & supplies whsle . . . . .            | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42186   | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421860  | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218601   | Aircraft & aeronautical equipment & supplies whsle . . . . .                | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle . . . . .                                 | 55                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42191   | Sporting & recreational goods & supplies whsle . . . . .                    | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421910  | Sporting & recreational goods & supplies whsle . . . . .                    | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199   | Other miscellaneous durable goods whsle . . . . .                           | 28                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990  | Other miscellaneous durable goods whsle . . . . .                           | 28                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219904   | Prerecorded media whsle . . . . .   | 4                       | 41 778          | 1 970                    | 1 225                           | 30  | 4 867                        | —  | —  |
| 42199041  | Compact discs/prerecorded audio tapes, & phonograph records whsle . . . . . | 4                       | 41 778          | 1 970                    | 1 225                           | 30  | 4 867                        | —  | —  |
| 4219906   | Other durable goods whsle . . . . .   | 10                      | D               | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . . .                                 | 265                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4221  | Paper & paper product whsle . . . . .                                       | 33                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42212   | Stationery & office supplies whsle . . . . .                                | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422120  | Stationery & office supplies whsle . . . . .                                | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42213   | Industrial & personal service paper whsle . . . . .                         | 12                      | 75 829          | 3 706                    | 670                             | 83  | 6 703                        | —  | 2  |
| 422130  | Industrial & personal service paper whsle . . . . .                         | 12                      | 75 829          | 3 706                    | 670                             | 83  | 6 703                        | —  | 2  |
| 4222  | Drugs, & druggists' sundries whsle . . . . .                                | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42221   | Drugs, & druggists' sundries whsle . . . . .                                | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422210  | Drugs, & druggists' sundries whsle . . . . .                                | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4222102   | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |



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|---|--|-------------------------|-------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>    |  |                         |                   |                          |                                 |   |                              |  |  |
| <b>Agents, brokers, and commission merchants—Con.</b> |  |                         |                   |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods—Con.                                     |                         |                   |                          |                                 |   |                              |  |  |
| 4223  | Apparel, piece goods, & notions whsle . . . . .                            | 32                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42231   | Piece goods, notions, & other dry goods whsle . . . . .                    | 9                       | 44 383            | 1 123                    | 255                             | 20  | 1 976                        | 100  | 120  |
| 422310  | Piece goods, notions, & other dry goods whsle . . . . .                    | 9                       | 44 383            | 1 123                    | 255                             | 20  | 1 976                        | 100  | 120  |
| 4223101   | Piece goods—jobbers . . . . .  | 8                       | D                 | D                        | D                               | a   | D                            | D  | D  |
| 42233   | Women's, children's, & infants' clothing & accessories whsle . . . . .     | 13                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 422330  | Women's, children's, & infants' clothing & accessories whsle . . . . .     | 13                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4224  | Grocery & related products whsle . . . . .                                 | 90                      | 2 183 366         | 57 931                   | 13 113                          | 1 860   | 91 956                       | 10 299   | 10 691   |
| 42241   | General-line grocery whsle . . . . .                                       | 12                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 422410  | General-line grocery whsle . . . . .                                       | 12                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4224103   | Other general-line grocery whsle . . . . .                                 | 12                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 42242   | Packaged frozen food whsle . . . . .                                       | 14                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 422420  | Packaged frozen food whsle . . . . .                                       | 14                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42245   | Confectionery whsle . . . . .  | 9                       | D                 | D                        | D                               | e   | D                            | D  | D  |
| 422450  | Confectionery whsle . . . . .  | 9                       | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42247   | Meat & meat product whsle . . . . .  | 7                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 422470  | Meat & meat product whsle . . . . .  | 7                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle . . . . .                           | 35                      | 194 411           | 4 023                    | 865                             | 109   | 7 354                        | 403  | 489  |
| 422490  | Other grocery & related products whsle . . . . .                           | 35                      | 194 411           | 4 023                    | 865                             | 109   | 7 354                        | 403  | 489  |
| 4224906   | Other grocery specialties whsle . . . . .                                  | 14                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4225  | Farm-product raw material whsle . . . . .                                  | 16                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42259   | Other farm product raw material whsle . . . . .                            | 7                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 422590  | Other farm product raw material whsle . . . . .                            | 7                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4226  | Chemical & allied products whsle . . . . .                                 | 18                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42261   | Plastics materials & basic forms & shapes whsle . . . . .                  | 8                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 422610  | Plastics materials & basic forms & shapes whsle . . . . .                  | 8                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42269   | Other chemical & allied products whsle . . . . .                           | 10                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 422690  | Other chemical & allied products whsle . . . . .                           | 10                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4226902   | Other chemical & allied products whsle . . . . .                           | 10                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle . . . . .                             | 3                       | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42272   | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 3                       | D                 | D                        | D                               | e   | D                            | D  | D  |
| 422720  | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 3                       | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle . . . . .                             | 52                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42295   | Paint, varnish, & supplies whsle . . . . .                                 | 4                       | D                 | D                        | D                               | a   | D                            | D  | D  |
| 422950  | Paint, varnish, & supplies whsle . . . . .                                 | 4                       | D                 | D                        | D                               | a   | D                            | D  | D  |
| 4229501   | Paint, varnish, & supplies whsle . . . . .                                 | 4                       | D                 | D                        | D                               | a   | D                            | D  | D  |
| 42299   | Other miscellaneous nondurable goods whsle . . . . .                       | 31                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 422990  | Other miscellaneous nondurable goods whsle . . . . .                       | 31                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4229901   | Art goods whsle . . . . .  | 16                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4229902   | General merchandise (nondurable goods) whsle . . . . .                     | 8                       | 96 967            | 1 068                    | 222                             | 37  | 1 944                        | 1  | 1  |
| <b>Baltimore, MD PMSA</b>                             |  |                         |                   |                          |                                 |   |                              |  |  |
| 42  | <b>Wholesale trade . . . . .</b>   | <b>3 494</b>            | <b>32 627 044</b> | <b>1 974 615</b>         | <b>459 419</b>                  | <b>51 526</b>   | <b>3 883 364</b>             | <b>1 990 914</b>                               | <b>2 108 109</b>                               |

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|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>           |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Baltimore, MD PMSA—Con.</b>                               |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods .....                         | 2 359                   | 18 762 223      | 1 172 190                | 280 601                         | 28 954  | 2 321 461                    | 1 350 876                                      | 1 402 247                                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle.....    | 197                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle .....                 | 56                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle .....                 | 56                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4211101    | Automobile & motorcycle whsle .....                          | 30                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211102    | Bus & recreational vehicle whsle .....                       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211103    | Light truck & van (14,000 lb or less) whsle .....            | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211104    | Medium truck & tractor (14,001 lb to 26,000 lb) whsle.....   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle .....           | 15                      | 149 727         | 13 511                   | 2 949                           | 369   | 19 300                       | 17 340   | 21 436   |
| 42112      | Motor vehicle supplies & new parts whsle .....               | 90                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle .....               | 90                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors .. | 42                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211202    | Motor vehicle supplies & new parts—jobbers.....              | 46                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42113      | Tire & tube whsle .....                                      | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421130     | Tire & tube whsle .....                                      | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle ...                        | 37                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle ..                         | 37                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle ...                       | 133                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42121      | Furniture whsle .....  | 70                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421210     | Furniture whsle .....  | 70                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4212101    | Household & lawn furniture whsle .....                       | 25                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4212102    | Office & business furniture whsle .....                      | 45                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42122      | Home furnishings whsle .....                                 | 63                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421220     | Home furnishings whsle .....                                 | 63                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4212202    | Linens, domestics, draperies, & curtains whsle .....         | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4212203    | Floor coverings whsle .....                                  | 28                      | 312 524         | 25 326                   | 6 035                           | 690   | 56 467                       | 41 029   | 38 467   |
| 4212204    | Other home furnishings whsle ..                              | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle .....            | 140                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....          | 65                      | 421 693         | 31 734                   | 7 542                           | 1 058   | 60 818                       | 48 864   | 43 518   |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....          | 65                      | 421 693         | 31 734                   | 7 542                           | 1 058   | 60 818                       | 48 864   | 43 518   |
| 4213101    | Lumber without yard whsle .....                              | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213102    | Lumber with yard whsle.....                                  | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle.....           | 44                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42132      | Brick, stone, & related construction materials whsle .....   | 29                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421320     | Brick, stone, & related construction materials whsle .....   | 29                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213201    | Brick, block, tile, clay/cement sewer pipe whsle .....       | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213202    | Sand, gravel, & stone whsle ....                             | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213203    | Cement, lime, & related products whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42133      | Roofing, siding, & insulation material whsle .....           | 17                      | 144 864         | 7 198                    | 1 606                           | 272   | 15 741                       | 8 100  | 9 099  |
| 421330     | Roofing, siding, & insulation material whsle .....           | 17                      | 144 864         | 7 198                    | 1 606                           | 272   | 15 741                       | 8 100  | 9 099  |
| 4213301    | Roofing, siding, & insulation material whsle .....           | 17                      | 144 864         | 7 198                    | 1 606                           | 272   | 15 741                       | 8 100  | 9 099  |
| 42139      | Other construction materials whsle ..                        | 29                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421390     | Other construction materials whsle .....                     | 29                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213901    | Flat glass & other construction glass whsle .....            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213902    | Other construction materials whsle .....                     | 25                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....   | 468                     | 3 009 477       | 324 045                  | 78 932                          | 6 847   | 588 720                      | 185 005  | 193 382  |
| 42141      | Photographic equipment & supplies whsle .....                | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421410     | Photographic equipment & supplies whsle.....                 | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42142      | Office equipment whsle .....                                 | 79                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 421420     | Office equipment whsle .....                                 | 79                      | D               | D                        | D                               | g   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                          |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Baltimore, MD PMSA—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4214       | Professional & commercial equipment & supplies whsle—Con.                   |                         |                 |                          |                                 |   |                              |  |  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 151                     | 1 207 743       | 126 112                  | 30 432                          | 2 130   | 220 827                      | 34 568   | 41 767   |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 151                     | 1 207 743       | 126 112                  | 30 432                          | 2 130   | 220 827                      | 34 568   | 41 767   |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | 127                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143011   | Computers & peripheral equipment for resale . . . . .                       | 37                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | 90                      | 780 744         | 95 455                   | 23 418                          | 1 663   | 162 317                      | 13 552   | 16 000   |
| 4214302    | Computer software (packaged) whsle . . . . .                                | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle . . . . .                                  | 65                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle . . . . .                                  | 65                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214401    | Restaurant & hotel equipment & supplies whsle . . . . .                     | 41                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214402    | Store machines & equipment whsle . . . . .                                  | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 113                     | 997 430         | 83 099                   | 21 325                          | 1 832   | 156 666                      | 71 659   | 69 631   |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 113                     | 997 430         | 83 099                   | 21 325                          | 1 832   | 156 666                      | 71 659   | 69 631   |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | 105                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42146      | Ophthalmic goods whsle . . . . .  | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421460     | Ophthalmic goods whsle . . . . .  | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42149      | Other professional equipment & supplies whsle . . . . .                     | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421490     | Other professional equipment & supplies whsle . . . . .                     | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214901    | Religious & school supplies whsle . . . . .                                 | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214902    | Other professional equipment & supplies whsle . . . . .                     | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 103                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42151      | Metal service centers & offices . . . . .                                   | 95                      | 1 459 684       | 59 440                   | 13 048                          | 1 551   | 115 353                      | 79 792   | 86 536   |
| 421510     | Metal service centers & offices . . . . .                                   | 95                      | 1 459 684       | 59 440                   | 13 048                          | 1 551   | 115 353                      | 79 792   | 86 536   |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | 76                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42151011   | Ferrous metal service centers . . . . .                                     | 43                      | 379 247         | 39 157                   | 8 708                           | 1 027   | 73 718                       | 62 205   | 65 351   |
| 42151012   | Ferrous metal sales offices . . . . .                                       | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215102    | Nonferrous metal service centers & sales offices . . . . .                  | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151021   | Nonferrous metal service centers . . . . .                                  | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215201    | Coal whsle . . . . .  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215202    | Other mineral & ore whsle . . . . .   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .  | 338                     | 4 017 324       | 199 950                  | 52 123                          | 4 048   | 379 595                      | 195 509  | 186 061  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 107                     | 635 996         | 41 857                   | 10 342                          | 1 066   | 70 258                       | 23 688   | 22 941   |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 107                     | 635 996         | 41 857                   | 10 342                          | 1 066   | 70 258                       | 23 688   | 22 941   |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 204                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 204                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | 87                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | 117                     | D               | D                        | D                               | f   | D                            | D  | D  |

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|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                         |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Baltimore, MD PMSA—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.  |                         |                 |                          |                                 |   |                              |  |  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .        | 210                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42171      | Hardware whsle . . . . .   | 74                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421710     | Hardware whsle . . . . .   | 74                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .        | 63                      | 328 566         | 20 101                   | 4 402                           | 541   | 36 831                       | 20 162   | 21 407   |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .        | 63                      | 328 566         | 20 101                   | 4 402                           | 541   | 36 831                       | 20 162   | 21 407   |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .   | 61                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .   | 61                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42174      | Refrigeration equipment & supplies whsle . . . . .                         | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421740     | Refrigeration equipment & supplies whsle . . . . .                         | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                           | 547                     | 2 490 278       | 216 394                  | 49 297                          | 5 186   | 413 890                      | 256 153  | 269 191  |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 48                      | 715 938         | 37 033                   | 8 762                           | 851   | 76 164                       | 76 932   | 91 931   |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 48                      | 715 938         | 37 033                   | 8 762                           | 851   | 76 164                       | 76 932   | 91 931   |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                        | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                        | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218201    | Farm machinery & equipment—farm dealers . . . . .                          | 10                      | 35 174          | 2 183                    | 629                             | 103   | 5 661                        | 10 484   | 14 001   |
| 4218203    | Lawn & garden machinery & equipment whsle . . . . .                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle . . . . .                           | 274                     | 1 172 403       | 120 186                  | 27 487                          | 2 726   | 223 203                      | 127 932  | 116 495  |
| 421830     | Industrial machinery & equipment whsle . . . . .                           | 274                     | 1 172 403       | 120 186                  | 27 487                          | 2 726   | 223 203                      | 127 932  | 116 495  |
| 4218301    | Food-processing machinery & equipment whsle . . . . .                      | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218302    | Hydraulic & pneumatic (fluid power) machinery & equipment whsle . . . . .  | 33                      | 139 185         | 11 791                   | 2 792                           | 266   | 20 047                       | 5 710  | 5 820  |
| 42183021   | Hydraulic & pneumatic pumps & motors whsle . . . . .                       | 10                      | 96 652          | 4 447                    | 917                             | 93  | 6 908                        | 544  | 503  |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle . . . . .       | 23                      | 42 533          | 7 344                    | 1 875                           | 173   | 13 139                       | 5 166  | 5 317  |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .           | 93                      | 499 769         | 52 105                   | 11 192                          | 1 159   | 97 498                       | 79 031   | 66 282   |
| 4218304    | Metalworking machinery & equipment whsle . . . . .                         | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218305    | Materials handling equipment whsle . . . . .                               | 52                      | 144 042         | 19 408                   | 4 820                           | 542   | 29 699                       | 8 931  | 10 188   |
| 4218306    | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle . . . . .  | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                     | 61                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42184      | Industrial supplies whsle . . . . .  | 107                     | 286 137         | 30 357                   | 7 020                           | 787   | 59 618                       | 22 989   | 27 562   |
| 421840     | Industrial supplies whsle . . . . .  | 107                     | 286 137         | 30 357                   | 7 020                           | 787   | 59 618                       | 22 989   | 27 562   |
| 4218401    | General-line industrial supplies whsle . . . . .                           | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                     | 18                      | 51 626          | 4 006                    | 987                             | 115   | 7 665                        | 4 047  | 5 346  |
| 4218403    | Welding supplies whsle . . . . .   | 13                      | 31 498          | 3 222                    | 835                             | 89  | 6 839                        | 1 747  | 1 765  |
| 4218404    | Industrial containers & supplies whsle . . . . .                           | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218405    | Industrial valves & fittings (except fluid-power) whsle . . . . .          | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218406    | Other industrial supplies whsle . . . . .                                  | 36                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42185      | Service establishment equipment & supplies whsle . . . . .                 | 79                      | 150 191         | 20 094                   | 3 984                           | 544   | 37 034                       | 10 600   | 11 172   |
| 421850     | Service establishment equipment & supplies whsle . . . . .                 | 79                      | 150 191         | 20 094                   | 3 984                           | 544   | 37 034                       | 10 600   | 11 172   |
| 4218501    | Beauty & barber shop equipment & supplies whsle . . . . .                  | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218502    | Custodial, janitors' equipment & supplies whsle . . . . .                  | 25                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218503    | Laundry & dry-cleaning equipment & supplies whsle . . . . .                | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218504    | Other service establishment equipment & supplies whsle . . . . .           | 35                      | D               | D                        | D                               | e   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                          |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Baltimore, MD PMSA—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4218       | Machinery, equipment, & supplies whsle—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle . . . . .                | 7                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218602    | Marine machinery, equipment, & supplies whsle . . . . .                     | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | 223                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42191      | Sporting & recreational goods & supplies whsle . . . . .                    | 35                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421910     | Sporting & recreational goods & supplies whsle . . . . .                    | 35                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42192      | Toy & hobby goods & supplies whsle . . . . .                                | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421920     | Toy & hobby goods & supplies whsle . . . . .                                | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42193      | Recyclable material whsle . . . . .   | 74                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421930     | Recyclable material whsle . . . . .   | 74                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                           | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219302    | Recyclable paper & paperboard whsle . . . . .                               | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219303    | Other recyclable material whsle . . . . .                                   | 46                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | 21                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | 21                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219401    | Jewelry, watch, diamonds, precious stone, & silverware whsle . . . . .      | 19                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | 70                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | 70                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4219902    | Forest products (except lumber) whsle . . . . .                             | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219903    | General merchandise (durable goods) whsle . . . . .                         | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219904    | Prerecorded media whsle . . . . .   | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle . . . . . | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42199042   | Prerecorded video tapes whsle . . . . .                                     | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219905    | Fire extinguishers & fire safety equipment whsle . . . . .                  | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219906    | Other durable goods whsle . . . . .   | 19                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | 1 135                   | 13 864 821      | 802 425                  | 178 818                         | 22 572  | 1 561 903                    | 640 038  | 705 862  |
| 4221       | Paper & paper product whsle . . . . .                                       | 139                     | 1 497 163       | 106 021                  | 24 992                          | 2 653   | 192 176                      | 87 149   | 91 530   |
| 42211      | Printing & writing paper whsle . . . . .                                    | 16                      | 398 925         | 22 814                   | 5 535                           | 459   | 42 363                       | 19 932   | 19 316   |
| 422110     | Printing & writing paper whsle . . . . .                                    | 16                      | 398 925         | 22 814                   | 5 535                           | 459   | 42 363                       | 19 932   | 19 316   |
| 42212      | Stationery & office supplies whsle . . . . .                                | 72                      | 433 658         | 40 602                   | 9 880                           | 1 169   | 70 665                       | 37 434   | 39 990   |
| 422120     | Stationery & office supplies whsle . . . . .                                | 72                      | 433 658         | 40 602                   | 9 880                           | 1 169   | 70 665                       | 37 434   | 39 990   |
| 42213      | Industrial & personal service paper whsle . . . . .                         | 51                      | 664 580         | 42 605                   | 9 577                           | 1 025   | 79 148                       | 29 783   | 32 224   |
| 422130     | Industrial & personal service paper whsle . . . . .                         | 51                      | 664 580         | 42 605                   | 9 577                           | 1 025   | 79 148                       | 29 783   | 32 224   |
| 4222       | Drugs, & druggists' sundries whsle . . . . .                                | 56                      | 1 067 666       | 82 961                   | 9 357                           | 1 562   | 150 560                      | 35 616   | 45 812   |
| 42221      | Drugs, & druggists' sundries whsle . . . . .                                | 56                      | 1 067 666       | 82 961                   | 9 357                           | 1 562   | 150 560                      | 35 616   | 45 812   |
| 422210     | Drugs, & druggists' sundries whsle . . . . .                                | 56                      | 1 067 666       | 82 961                   | 9 357                           | 1 562   | 150 560                      | 35 616   | 45 812   |
| 4222101    | General-line drugs whsle . . . . .  | 24                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                             | 107                     | 426 431         | 28 563                   | 5 906                           | 878   | 56 962                       | 40 182   | 60 742   |
| 42231      | Piece goods, notions, & other dry goods whsle . . . . .                     | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422310     | Piece goods, notions, & other dry goods whsle . . . . .                     | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223101    | Piece goods—jobbers . . . . .   | 23                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42232      | Men's & boys' clothing & furnishings whsle . . . . .                        | 40                      | 124 368         | 13 810                   | 2 857                           | 455   | 28 084                       | 30 815   | 49 396   |
| 422320     | Men's & boys' clothing & furnishings whsle . . . . .                        | 40                      | 124 368         | 13 810                   | 2 857                           | 455   | 28 084                       | 30 815   | 49 396   |

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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. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                         |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Baltimore, MD PMSA—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4223       | Apparel, piece goods, & notions whsle —Con.                                |                         |                 |                          |                                 |   |                              |  |  |
| 42233      | Women's, children's, & infants' clothing & accessories whsle . . . . .     | 29                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422330     | Women's, children's, & infants' clothing & accessories whsle . . . . .     | 29                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42234      | Footwear whsle . . . . .   | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422340     | Footwear whsle . . . . .   | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                                 | 404                     | 6 685 127       | 341 406                  | 79 910                          | 10 352  | 675 888                      | 173 961  | 190 396  |
| 42241      | General-line grocery whsle . . . . .                                       | 40                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422410     | General-line grocery whsle . . . . .                                       | 40                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224103    | Other general-line grocery whsle . . . . .                                 | 37                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42242      | Packaged frozen food whsle . . . . .                                       | 47                      | 860 921         | 23 135                   | 5 500                           | 678   | 48 579                       | 12 341   | 13 522   |
| 422420     | Packaged frozen food whsle . . . . .                                       | 47                      | 860 921         | 23 135                   | 5 500                           | 678   | 48 579                       | 12 341   | 13 522   |
| 42243      | Dairy products, (except dried or canned) whsle . . . . .                   | 13                      | 187 248         | 12 148                   | 2 834                           | 349   | 23 429                       | 5 234  | 5 648  |
| 422430     | Dairy products, (except dried or canned) whsle . . . . .                   | 13                      | 187 248         | 12 148                   | 2 834                           | 349   | 23 429                       | 5 234  | 5 648  |
| 4224302    | Dairy product (except raw milk) whsle . . . . .                            | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42244      | Poultry & poultry product whsle . . . . .                                  | 11                      | 136 593         | 4 479                    | 1 014                           | 137   | 8 300                        | 286  | 1 224  |
| 422440     | Poultry & poultry product whsle . . . . .                                  | 11                      | 136 593         | 4 479                    | 1 014                           | 137   | 8 300                        | 286  | 1 224  |
| 4224402    | Poultry & poultry product (except live) whsle . . . . .                    | 11                      | 136 593         | 4 479                    | 1 014                           | 137   | 8 300                        | 286  | 1 224  |
| 42245      | Confectionery whsle . . . . .  | 26                      | 431 207         | 20 352                   | 6 018                           | 810   | 40 794                       | 6 169  | 8 280  |
| 422450     | Confectionery whsle . . . . .  | 26                      | 431 207         | 20 352                   | 6 018                           | 810   | 40 794                       | 6 169  | 8 280  |
| 42246      | Fish & seafood whsle . . . . .   | 37                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422460     | Fish & seafood whsle . . . . .   | 37                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42247      | Meat & meat product whsle . . . . .  | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422470     | Meat & meat product whsle . . . . .  | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42248      | Fresh fruit & vegetable whsle . . . . .                                    | 53                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422480     | Fresh fruit & vegetable whsle . . . . .                                    | 53                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                           | 152                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                           | 152                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4224901    | Coffee, tea, & spice whsle . . . . .                                       | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224902    | Bread & baked goods whsle . . . . .  | 31                      | 314 232         | 49 247                   | 11 933                          | 1 722   | 87 840                       | 8 018  | 8 254  |
| 4224903    | Soft drinks whsle . . . . .  | 21                      | 227 137         | 22 583                   | 5 521                           | 656   | 40 645                       | 2 459  | 3 379  |
| 4224905    | Food & beverage basic materials whsle . . . . .                            | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224906    | Other grocery specialties whsle . . . . .                                  | 57                      | 1 345 864       | 28 021                   | 6 756                           | 790   | 61 432                       | 16 655   | 15 575   |
| 4225       | Farm-product raw material whsle . . . . .                                  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42251      | Grain & field bean whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422510     | Grain & field bean whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42252      | Livestock whsle . . . . .  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422520     | Livestock whsle . . . . .  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle . . . . .                                 | 112                     | 568 853         | 47 023                   | 11 082                          | 1 162   | 93 657                       | 22 782   | 23 721   |
| 42261      | Plastics materials & basic forms & shapes whsle . . . . .                  | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422610     | Plastics materials & basic forms & shapes whsle . . . . .                  | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42269      | Other chemical & allied products whsle . . . . .                           | 85                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422690     | Other chemical & allied products whsle . . . . .                           | 85                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whsle . . . . .                           | 81                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                             | 35                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                              | 15                      | 706 808         | 9 440                    | 2 427                           | 249   | 26 260                       | 61 753   | 53 486   |
| 422710     | Petroleum bulk stations & terminals . . . . .                              | 15                      | 706 808         | 9 440                    | 2 427                           | 249   | 26 260                       | 61 753   | 53 486   |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                  | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                              | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271012   | Petroleum bulk terminals (except LP) . . . . .                             | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000)   | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                  |                         |                   |                          |                                 |   |                              |  |  |
|            | <b>Baltimore, MD PMSA—Con.</b>                                      |                         |                   |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                   |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                              |                         |                   |                          |                                 |   |                              |  |  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .          | 46                      | 875 783           | 83 073                   | 19 851                          | 2 101   | 154 272                      | 86 222   | 90 618   |
| 42281      | Beer & ale whsle . . . . .  | 18                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 422810     | Beer & ale whsle . . . . .  | 18                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 42282      | Wine & distilled alcoholic beverage whsle . . . . .                 | 28                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 422820     | Wine & distilled alcoholic beverage whsle . . . . .                 | 28                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle . . . . . | 28                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                      | 225                     | D                 | D                        | D                               | h   | D                            | D  | D  |
| 42291      | Farm supplies whsle . . . . .                                       | 25                      | 203 118           | 15 505                   | 3 614                           | 474   | 27 554                       | 28 611   | 31 927   |
| 422910     | Farm supplies whsle . . . . .                                       | 25                      | 203 118           | 15 505                   | 3 614                           | 474   | 27 554                       | 28 611   | 31 927   |
| 4229101    | Farm supplies—farm dealers . . . . .                                | 6                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4229102    | Farm supplies—whsle distributors . . . . .                          | 19                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42292      | Book, periodical, & newspaper whsle . . . . .                       | 38                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 422920     | Book, periodical, & newspaper whsle . . . . .                       | 38                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 42293      | Flower, nursery stock, & florists' supplies whsle . . . . .         | 31                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 422930     | Flower, nursery stock, & florists' supplies whsle . . . . .         | 31                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42294      | Tobacco & tobacco product whsle . . . . .                           | 11                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 422940     | Tobacco & tobacco product whsle . . . . .                           | 11                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 42295      | Paint, varnish, & supplies whsle . . . . .                          | 30                      | 155 663           | 11 432                   | 2 610                           | 353   | 22 276                       | 14 658   | 15 409   |
| 422950     | Paint, varnish, & supplies whsle . . . . .                          | 30                      | 155 663           | 11 432                   | 2 610                           | 353   | 22 276                       | 14 658   | 15 409   |
| 4229501    | Paint, varnish, & supplies whsle . . . . .                          | 30                      | 155 663           | 11 432                   | 2 610                           | 353   | 22 276                       | 14 658   | 15 409   |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .                | 90                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .                | 90                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4229901    | Art goods whsle . . . . .   | 23                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4229902    | General merchandise (nondurable goods) whsle . . . . .              | 26                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4229904    | Other nondurable goods whsle . . . . .                              | 40                      | D                 | D                        | D                               | c   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                               | <b>2 732</b>            | <b>19 368 884</b> | <b>1 478 593</b>         | <b>344 523</b>                  | <b>41 500</b>   | <b>2 900 721</b>             | <b>1 744 014</b>                               | <b>1 871 011</b>                               |
| 421        | Wholesale trade, durable goods . . . . .                            | 1 840                   | 11 917 421        | 886 732                  | 205 531                         | 23 618  | 1 752 921                    | 1 196 021                                      | 1 250 975                                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 177                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle . . . . .                    | 53                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle . . . . .                    | 53                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4211101    | Automobile & motorcycle whsle . . . . .                             | 28                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4211102    | Bus & recreational vehicle whsle . . . . .                          | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4211103    | Light truck & van (14,000 lb or less) whsle . . . . .               | 5                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle . . . . .              | 15                      | 149 727           | 13 511                   | 2 949                           | 369   | 19 300                       | 17 340   | 21 436   |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                  | 74                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                  | 74                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors . . . . . | 36                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4211202    | Motor vehicle supplies & new parts—jobbers . . . . .                | 36                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42113      | Tire & tube whsle . . . . .   | 13                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 421130     | Tire & tube whsle . . . . .   | 13                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle . . . . .                         | 37                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle . . . . .                         | 37                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle . . . . .                        | 100                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 42121      | Furniture whsle . . . . .   | 43                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 421210     | Furniture whsle . . . . .   | 43                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4212101    | Household & lawn furniture whsle . . . . .                          | 12                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4212102    | Office & business furniture whsle . . . . .                         | 31                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 42122      | Home furnishings whsle . . . . .                                    | 57                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 421220     | Home furnishings whsle . . . . .                                    | 57                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4212202    | Linens, domestics, draperies, & curtains whsle . . . . .            | 10                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4212203    | Floor coverings whsle . . . . .                                     | 27                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4212204    | Other home furnishings whsle . . . . .                              | 14                      | D                 | D                        | D                               | c   | D                            | D  | D  |

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| NAICS code | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>              |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Baltimore, MD PMSA—Con.</b>                                  |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>                                |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                             |                         |                 |                          |                                 |   |                              |  |  |
| 4213       | Lumber & other construction materials whsle .....               | 107                     | 554 694         | 45 471                   | 10 431                          | 1 523   | 88 896                       | 59 469   | 55 943   |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....             | 54                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....             | 54                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4213101    | Lumber without yard whsle .....                                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213102    | Lumber with yard whsle .....                                    | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle .....             | 33                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42132      | Brick, stone, & related construction materials whsle .....      | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421320     | Brick, stone, & related construction materials whsle .....      | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213202    | Sand, gravel, & stone whsle .....                               | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42133      | Roofing, siding, & insulation material whsle .....              | 10                      | 94 108          | 5 522                    | 1 182                           | 222   | 12 223                       | 6 207  | 6 411  |
| 421330     | Roofing, siding, & insulation material whsle .....              | 10                      | 94 108          | 5 522                    | 1 182                           | 222   | 12 223                       | 6 207  | 6 411  |
| 4213301    | Roofing, siding, & insulation material whsle .....              | 10                      | 94 108          | 5 522                    | 1 182                           | 222   | 12 223                       | 6 207  | 6 411  |
| 42139      | Other construction materials whsle ..                           | 25                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421390     | Other construction materials whsle .....                        | 25                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213901    | Flat glass & other construction glass whsle .....               | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213902    | Other construction materials whsle .....                        | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....      | 363                     | D               | D                        | D                               | i   | D                            | D  | D  |
| 42141      | Photographic equipment & supplies whsle .....                   | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421410     | Photographic equipment & supplies whsle .....                   | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42142      | Office equipment whsle .....                                    | 65                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 421420     | Office equipment whsle .....                                    | 65                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle ..... | 117                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle ..... | 117                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle .....                     | 94                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143011   | Computers & peripheral equipment for resale .....               | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use .....              | 72                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4214302    | Computer software (packaged) whsle .....                        | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle ..                             | 48                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle .....                          | 48                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214401    | Restaurant & hotel equipment & supplies whsle .....             | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214402    | Store machines & equipment whsle .....                          | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle .....    | 85                      | 731 576         | 59 586                   | 15 181                          | 1 473   | 110 663                      | 66 409   | 64 414   |
| 421450     | Medical, dental, & hospital equipment & supplies whsle .....    | 85                      | 731 576         | 59 586                   | 15 181                          | 1 473   | 110 663                      | 66 409   | 64 414   |
| 4214501    | Surgical, medical, & hospital supplies whsle .....              | 79                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42146      | Ophthalmic goods whsle .....                                    | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421460     | Ophthalmic goods whsle .....                                    | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42149      | Other professional equipment & supplies whsle .....             | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421490     | Other professional equipment & supplies whsle .....             | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214901    | Religious & school supplies whsle .....                         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214902    | Other professional equipment & supplies whsle .....             | 14                      | D               | D                        | D                               | e   | D                            | D  | D  |



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|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Baltimore, MD PMSA—Con.</b>                     |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                   |   |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4215   | Metal & mineral (except petroleum) whsle .....                          | 77                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42151  | Metal service centers & offices .....                                   | 72                      | 1 026 932       | 48 613                   | 10 060                          | 1 293   | 91 563                       | 60 501   | 65 503   |
| 4215101  | Metal service centers & offices .....                                   | 72                      | 1 026 932       | 48 613                   | 10 060                          | 1 293   | 91 563                       | 60 501   | 65 503   |
| 42151011   | Ferrous metal service centers & sales offices .....                     | 58                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42151012   | Ferrous metal service centers .....                                     | 37                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4215102  | Ferrous metal sales offices .....                                       | 21                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151021   | Nonferrous metal service centers & sales offices .....                  | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151021   | Nonferrous metal service centers .....                                  | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42152  | Coal & other mineral & ore whsle ...                                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215201  | Coal & other mineral & ore whsle ...                                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215201  | Coal whsle .....  | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4216   | Electrical goods whsle .....  | 215                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42161  | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 57                      | 136 134         | 20 347                   | 5 139                           | 612   | 33 580                       | 19 723   | 18 840   |
| 421610   | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 57                      | 136 134         | 20 347                   | 5 139                           | 612   | 33 580                       | 19 723   | 18 840   |
| 42162  | Electrical appliance, television & radio set whsle .....                | 21                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421620   | Electrical appliance, television & radio set whsle .....                | 21                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42169  | Other electronic parts & equipment whsle .....                          | 137                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421690   | Other electronic parts & equipment whsle .....                          | 137                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4216901  | Communications equipment & supplies whsle .....                         | 56                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4216902  | Electronic parts (excluding communications equipment) whsle .....       | 81                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whsle .....         | 162                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42171  | Hardware whsle .....  | 62                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421710   | Hardware whsle .....  | 62                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42172  | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 41                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421720   | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 41                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42173  | Warm air heating & air-conditioning equipment & supplies whsle .....    | 49                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421730   | Warm air heating & air-conditioning equipment & supplies whsle .....    | 49                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42174  | Refrigeration equipment & supplies whsle .....                          | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421740   | Refrigeration equipment & supplies whsle .....                          | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle .....                            | 441                     | 1 772 643       | 192 674                  | 44 064                          | 4 724   | 371 311                      | 236 234  | 249 835  |
| 42181  | Construction & mining (except petroleum) machinery & equip whsle .....  | 39                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421810   | Construction & mining (except petroleum) machinery & equip whsle .....  | 39                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42182  | Farm & garden machinery & equipment whsle .....                         | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421820   | Farm & garden machinery & equipment whsle .....                         | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218201  | Farm machinery & equipment—farm dealers .....                           | 10                      | 35 174          | 2 183                    | 629                             | 103   | 5 661                        | 10 484   | 14 001   |
| 4218203  | Lawn & garden machinery & equipment whsle .....                         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183  | Industrial machinery & equipment whsle .....                            | 212                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 421830   | Industrial machinery & equipment whsle .....                            | 212                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218301  | Food-processing machinery & equipment whsle .....                       | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218302  | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....   | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle .....        | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218303  | General-purpose industrial machinery & equipment whsle .....            | 63                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218304  | Metalworking machinery & equipment whsle .....                          | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218305  | Materials handling equipment whsle .....                                | 47                      | 129 571         | 18 161                   | 4 533                           | 515   | 27 736                       | 8 701  | 9 885  |

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|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Baltimore, MD PMSA—Con.</b>                     |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                   |   |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4218   | Machinery, equipment, & supplies whsle—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 42183  | Industrial machinery & equipment whsle—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 421830   | Industrial machinery & equipment whsle—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 4218307  | Other industrial machinery & equipment whsle . . . . .                      | 47                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42184  | Industrial supplies whsle . . . . .   | 89                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421840   | Industrial supplies whsle . . . . .   | 89                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218401  | General-line industrial supplies whsle . . . . .                            | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218402  | Mechanical power transmission supplies whsle . . . . .                      | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218403  | Welding supplies whsle . . . . .  | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218404  | Industrial containers & supplies whsle . . . . .                            | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218406  | Other industrial supplies whsle . . . . .                                   | 30                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42185  | Service establishment equipment & supplies whsle . . . . .                  | 71                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421850   | Service establishment equipment & supplies whsle . . . . .                  | 71                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218501  | Beauty & barber shop equipment & supplies whsle . . . . .                   | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218502  | Custodial, janitors' equipment & supplies whsle . . . . .                   | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218503  | Laundry & dry-cleaning equipment & supplies whsle . . . . .                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218504  | Other service establishment equipment & supplies whsle . . . . .            | 31                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42186  | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421860   | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218602  | Marine machinery, equipment, & supplies whsle . . . . .                     | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle . . . . .                                 | 198                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42191  | Sporting & recreational goods & supplies whsle . . . . .                    | 30                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421910   | Sporting & recreational goods & supplies whsle . . . . .                    | 30                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42192  | Toy & hobby goods & supplies whsle . . . . .                                | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421920   | Toy & hobby goods & supplies whsle . . . . .                                | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42193  | Recyclable material whsle . . . . .   | 71                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421930   | Recyclable material whsle . . . . .   | 71                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4219301  | Iron & steel scrap processors & dealers . . . . .                           | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219302  | Recyclable paper & paperboard whsle . . . . .                               | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219303  | Other recyclable material whsle . . . . .                                   | 44                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42194  | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | 20                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421940   | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | 20                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219401  | Jewelry, watch, diamonds, precious stone, & silverware whsle . . . . .      | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199  | Other miscellaneous durable goods whsle . . . . .                           | 55                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421990   | Other miscellaneous durable goods whsle . . . . .                           | 55                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4219902  | Forest products (except lumber) whsle . . . . .                             | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219903  | General merchandise (durable goods) whsle . . . . .                         | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219904  | Prerecorded media whsle . . . . .   | 14                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle . . . . . | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42199042   | Prerecorded video tapes whsle . . . . .                                     | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219906  | Other durable goods whsle . . . . .   | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                          |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Baltimore, MD PMSA—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods . . . .                                   | 892                     | 7 451 463       | 591 861                  | 138 992                         | 17 882  | 1 147 800                    | 547 993  | 620 036  |
| 4221       | Paper & paper product whsle . . . . .                                       | 112                     | 1 034 698       | 91 521                   | 21 708                          | 2 319   | 164 656                      | 79 309   | 83 405   |
| 42211      | Printing & writing paper whsle . . . . .                                    | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422110     | Printing & writing paper whsle . . . .                                      | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42212      | Stationery & office supplies whsle . . .                                    | 57                      | 397 574         | 36 966                   | 8 900                           | 1 071   | 63 791                       | 37 065   | 39 567   |
| 422120     | Stationery & office supplies whsle .  | 57                      | 397 574         | 36 966                   | 8 900                           | 1 071   | 63 791                       | 37 065   | 39 567   |
| 42213      | Industrial & personal service paper whsle . . . . .                         | 43                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422130     | Industrial & personal service paper whsle . . . . .                         | 43                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4222       | Drugs, & druggists' sundries whsle . . . .                                  | 48                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42221      | Drugs, & druggists' sundries whsle . .                                      | 48                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422210     | Drugs, & druggists' sundries whsle . . . . .                                | 48                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4222101    | General-line drugs whsle . . . . .  | 24                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4223       | Apparel, piece goods, & notions whsle .                                     | 87                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42231      | Piece goods, notions, & other dry goods whsle . . . . .                     | 20                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422310     | Piece goods, notions, & other dry goods whsle . . . . .                     | 20                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223101    | Piece goods—jobbers . . . . .   | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42232      | Men's & boys' clothing & furnishings whsle . . . . .                        | 37                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422320     | Men's & boys' clothing & furnishings whsle . . . . .                        | 37                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42233      | Women's, children's, & infants' clothing & accessories whsle . . . . .      | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422330     | Women's, children's, & infants' clothing & accessories whsle . . . . .      | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42234      | Footwear whsle . . . . .  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422340     | Footwear whsle . . . . .  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                                  | 307                     | 3 148 546       | 238 236                  | 55 137                          | 7 555   | 475 215                      | 157 865  | 173 351  |
| 42241      | General-line grocery whsle . . . . .  | 32                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422410     | General-line grocery whsle . . . . .  | 32                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224103    | Other general-line grocery whsle . . . . .                                  | 29                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42242      | Packaged frozen food whsle . . . . .  | 34                      | 263 166         | 12 997                   | 2 719                           | 436   | 25 836                       | 12 054   | 13 208   |
| 422420     | Packaged frozen food whsle . . . . .  | 34                      | 263 166         | 12 997                   | 2 719                           | 436   | 25 836                       | 12 054   | 13 208   |
| 42243      | Dairy products, (except dried or canned) whsle . . . . .                    | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422430     | Dairy products, (except dried or canned) whsle . . . . .                    | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224302    | Dairy product (except raw milk) whsle . . . . .                             | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42244      | Poultry & poultry product whsle . . . . .                                   | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422440     | Poultry & poultry product whsle . . .                                       | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224402    | Poultry & poultry product (except live) whsle . . . . .                     | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42245      | Confectionery whsle . . . . .   | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422450     | Confectionery whsle . . . . .   | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42246      | Fish & seafood whsle . . . . .  | 35                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422460     | Fish & seafood whsle . . . . .  | 35                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42247      | Meat & meat product whsle . . . . .   | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422470     | Meat & meat product whsle . . . . .   | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42248      | Fresh fruit & vegetable whsle . . . . .                                     | 51                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422480     | Fresh fruit & vegetable whsle . . . .                                       | 51                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                            | 105                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                            | 105                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224901    | Coffee, tea, & spice whsle . . . . .  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224902    | Bread & baked goods whsle . . . . .   | 19                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224903    | Soft drinks whsle . . . . .   | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224905    | Food & beverage basic materials whsle . . . . .                             | 8                       | 114 003         | 7 746                    | 1 981                           | 222   | 19 180                       | 22 754   | 21 423   |
| 4224906    | Other grocery specialties whsle . . . . .                                   | 40                      | 281 527         | 15 757                   | 3 770                           | 556   | 37 601                       | 16 252   | 15 086   |
| 4225       | Farm-product raw material whsle . . . . .                                   | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42251      | Grain & field bean whsle . . . . .  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422510     | Grain & field bean whsle . . . . .  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|------------|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                         |                         |                  |                          |                                 |   |                              |  |  |
|            | <b>Baltimore, MD PMSA—Con.</b>   |                         |                  |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>   |                         |                  |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                                     |                         |                  |                          |                                 |   |                              |  |  |
| 4226       | Chemical & allied products whsle . . . .                                   | 81                      | 332 652          | 33 212                   | 7 673                           | 849   | 65 949                       | 20 869   | 21 258   |
| 42261      | Plastics materials & basic forms & shapes whsle . . . . .                  | 20                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422610     | Plastics materials & basic forms & shapes whsle . . . . .                  | 20                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42269      | Other chemical & allied products whsle . . . . .                           | 61                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422690     | Other chemical & allied products whsle . . . . .                           | 61                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whsle . . . . .                           | 59                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                             | 23                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                              | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                              | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                  | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                              | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 16                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 16                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .                 | 37                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 42281      | Beer & ale whsle . . . . .   | 18                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 422810     | Beer & ale whsle . . . . .   | 18                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42282      | Wine & distilled alcoholic beverage whsle . . . . .                        | 19                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 422820     | Wine & distilled alcoholic beverage whsle . . . . .                        | 19                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle . . . . .        | 19                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                             | 189                     | D                | D                        | D                               | h   | D                            | D  | D  |
| 42291      | Farm supplies whsle . . . . .  | 22                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422910     | Farm supplies whsle . . . . .  | 22                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4229102    | Farm supplies—whsle distributors . . . . .                                 | 17                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42292      | Book, periodical, & newspaper whsle . . . . .                              | 30                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 422920     | Book, periodical, & newspaper whsle . . . . .                              | 30                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42293      | Flower, nursery stock, & florists' supplies whsle . . . . .                | 28                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422930     | Flower, nursery stock, & florists' supplies whsle . . . . .                | 28                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42294      | Tobacco & tobacco product whsle . . . . .                                  | 10                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 422940     | Tobacco & tobacco product whsle . . . . .                                  | 10                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42295      | Paint, varnish, & supplies whsle . . . . .                                 | 20                      | 77 265           | 8 825                    | 2 147                           | 295   | 16 794                       | 11 307   | 11 595   |
| 422950     | Paint, varnish, & supplies whsle . . . . .                                 | 20                      | 77 265           | 8 825                    | 2 147                           | 295   | 16 794                       | 11 307   | 11 595   |
| 4229501    | Paint, varnish, & supplies whsle . . . . .                                 | 20                      | 77 265           | 8 825                    | 2 147                           | 295   | 16 794                       | 11 307   | 11 595   |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .                       | 79                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .                       | 79                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4229901    | Art goods whsle . . . . .  | 21                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229902    | General merchandise (nondurable goods) whsle . . . . .                     | 22                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229904    | Other nondurable goods whsle . . . . .                                     | 35                      | D                | D                        | D                               | c   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices . .</b>                 | <b>281</b>              | <b>8 716 352</b> | <b>367 966</b>           | <b>86 142</b>                   | <b>6 878</b>  | <b>752 101</b>               | <b>235 171</b>                                 | <b>224 706</b>                                 |
| 421        | Wholesale trade, durable goods . . . . .                                   | 177                     | D                | D                        | D                               | h   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                         | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                         | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211202    | Motor vehicle supplies & new parts—jobbers . . . . .                       | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle . . . . .                               | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42122      | Home furnishings whsle . . . . .   | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421220     | Home furnishings whsle . . . . .   | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle . . . . .                      | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42132      | Brick, stone, & related construction materials whsle . . . . .             | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421320     | Brick, stone, & related construction materials whsle . . . . .             | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                          |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Baltimore, MD PMSA—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Manufacturers' sales branches and sales offices—Con.</b>                 |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 52                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42142      | Office equipment whsle . . . . .  | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421420     | Office equipment whsle . . . . .  | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 26                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 26                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | 26                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42143011   | Computers & peripheral equipment for resale . . . . .                       | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | 15                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle . . . . .                                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle . . . . .                                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151      | Metal service centers & offices . . . . .                                   | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421510     | Metal service centers & offices . . . . .                                   | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151011   | Ferrous metal service centers . . . . .                                     | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .  | 48                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 29                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 29                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | 19                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42171      | Hardware whsle . . . . .  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421710     | Hardware whsle . . . . .  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 33                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42184      | Industrial supplies whsle . . . . .   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840     | Industrial supplies whsle . . . . .   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code  | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>          |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>Baltimore, MD PMSA—Con.</b>                              |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>Manufacturers' sales branches and sales offices—Con.</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods .....                                 | 104                     | D                | D                        | D                               | h   | D                            | D  | D  |
| 4221  | Paper & paper product whsle .....                                       | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42213   | Industrial & personal service paper whsle .....                         | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422130  | Industrial & personal service paper whsle .....                         | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4222  | Drugs, & druggists' sundries whsle ....                                 | 3                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 42221   | Drugs, & druggists' sundries whsle .. .                                 | 3                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 422210  | Drugs, & druggists' sundries whsle .....                                | 3                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 4222102   | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | 3                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 4223  | Apparel, piece goods, & notions whsle .                                 | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42231   | Piece goods, notions, & other dry goods whsle .....                     | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422310  | Piece goods, notions, & other dry goods whsle .....                     | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                                  | 33                      | 1 905 912        | 60 332                   | 15 289                          | 1 672   | 130 970                      | 5 797  | 6 354  |
| 42242   | Packaged frozen food whsle .....  | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422420  | Packaged frozen food whsle .....  | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....                            | 21                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....                            | 21                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4224901   | Coffee, tea, & spice whsle .....  | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4224902   | Bread & baked goods whsle .....   | 7                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4224903   | Soft drinks whsle .....   | 6                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 4224906   | Other grocery specialties whsle .                                       | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4226  | Chemical & allied products whsle .....                                  | 19                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42269   | Other chemical & allied products whsle .....                            | 19                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422690  | Other chemical & allied products whsle .....                            | 19                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4226902   | Other chemical & allied products whsle .....                            | 17                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle .....                              | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271   | Petroleum bulk stations & terminals .                                   | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422710  | Petroleum bulk stations & terminals .....                               | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227101   | Petroleum bulk stations & terminals (except LP) .....                   | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271012  | Petroleum bulk terminals (except LP) .....                              | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                              | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants .....</b>      |   |                         |                  |                          |                                 |   |                              |  |  |
|   |   | <b>481</b>              | <b>4 541 808</b> | <b>128 056</b>           | <b>28 754</b>                   | <b>3 148</b>  | <b>230 542</b>               | <b>11 729</b>                                  | <b>12 392</b>                                  |
| 421   | Wholesale trade, durable goods .....                                    | 342                     | D                | D                        | D                               | g   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle .....              | 11                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle .....                            | 2                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle .....                            | 2                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4211101   | Automobile & motorcycle whsle .   | 2                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42112   | Motor vehicle supplies & new parts whsle .....                          | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421120  | Motor vehicle supplies & new parts whsle .....                          | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212  | Furniture & home furnishings whsle ...                                  | 31                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42121   | Furniture whsle .....   | 26                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421210  | Furniture whsle .....   | 26                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212101   | Household & lawn furniture whsle .....                                  | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102   | Office & business furniture whsle .....                                 | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42122   | Home furnishings whsle .....  | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421220  | Home furnishings whsle .....  | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle .....                       | 20                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42133   | Roofing, siding, & insulation material whsle .....                      | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421330  | Roofing, siding, & insulation material whsle .....                      | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4213301   | Roofing, siding, & insulation material whsle .....                      | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                          |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Baltimore, MD PMSA—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Agents, brokers, and commission merchants—Con.</b>                       |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 53                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle . . . . .                                  | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle . . . . .                                  | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214401    | Restaurant & hotel equipment & supplies whsle . . . . .                     | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 20                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 20                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151      | Metal service centers & offices . . . . .                                   | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510     | Metal service centers & offices . . . . .                                   | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151012   | Ferrous metal sales offices . . . . .                                       | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .  | 75                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 33                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 33                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | 4                       | 72 778          | 1 659                    | 422                             | 28  | 2 502                        | —  | —  |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | 4                       | 72 778          | 1 659                    | 422                             | 28  | 2 502                        | —  | —  |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 38                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 38                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 39                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42171      | Hardware whsle . . . . .  | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421710     | Hardware whsle . . . . .  | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 20                      | 97 923          | 3 681                    | 720                             | 86  | 6 550                        | 116  | 113  |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 20                      | 97 923          | 3 681                    | 720                             | 86  | 6 550                        | 116  | 113  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 73                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 47                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 47                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183021   | Hydraulic & pneumatic pumps & motors whsle . . . . .                        | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | 25                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184      | Industrial supplies whsle . . . . .   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840     | Industrial supplies whsle . . . . .   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218403    | Welding supplies whsle . . . . .  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code  | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>    |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Baltimore, MD PMSA—Con.</b>                        |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Agents, brokers, and commission merchants—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4218  | Machinery, equipment, & supplies whsle—Con.                             |                         |                 |                          |                                 |   |                              |  |  |
| 42186   | Transportation equipment & supplies (exc motor vehicle) whsle . . . . . | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421860  | Transportation equipment & supplies (exc motor vehicle) whsle . . . . . | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218601   | Aircraft & aeronautical equipment & supplies whsle . . . . .            | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle . . . . .                             | 24                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199   | Other miscellaneous durable goods whsle . . . . .                       | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990  | Other miscellaneous durable goods whsle . . . . .                       | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . . .                             | 139                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4221  | Paper & paper product whsle . . . . .                                   | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42213   | Industrial & personal service paper whsle . . . . .                     | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422130  | Industrial & personal service paper whsle . . . . .                     | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223  | Apparel, piece goods, & notions whsle . . . . .                         | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224  | Grocery & related products whsle . . . . .                              | 64                      | 1 630 669       | 42 838                   | 9 484                           | 1 125   | 69 703                       | 10 299   | 10 691   |
| 42241   | General-line grocery whsle . . . . .                                    | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422410  | General-line grocery whsle . . . . .                                    | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224103   | Other general-line grocery whsle . . . . .                              | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42242   | Packaged frozen food whsle . . . . .                                    | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422420  | Packaged frozen food whsle . . . . .                                    | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42245   | Confectionery whsle . . . . .   | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422450  | Confectionery whsle . . . . .   | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle . . . . .                        | 26                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle . . . . .                        | 26                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224906   | Other grocery specialties whsle . . . . .                               | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226  | Chemical & allied products whsle . . . . .                              | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42261   | Plastics materials & basic forms & shapes whsle . . . . .               | 7                       | 66 799          | 1 630                    | 264                             | 22  | 2 364                        | 231  | 526  |
| 422610  | Plastics materials & basic forms & shapes whsle . . . . .               | 7                       | 66 799          | 1 630                    | 264                             | 22  | 2 364                        | 231  | 526  |
| 4229  | Miscellaneous nondurable goods whsle . . . . .                          | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42295   | Paint, varnish, & supplies whsle . . . . .                              | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422950  | Paint, varnish, & supplies whsle . . . . .                              | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229501   | Paint, varnish, & supplies whsle . . . . .                              | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42299   | Other miscellaneous nondurable goods whsle . . . . .                    | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990  | Other miscellaneous nondurable goods whsle . . . . .                    | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229902   | General merchandise (nondurable goods) whsle . . . . .                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Hagerstown, MD PMSA</b>                            |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade . . . . .</b>  | <b>156</b>              | <b>922 734</b>  | <b>62 927</b>            | <b>14 523</b>                   | <b>2 184</b>  | <b>123 296</b>               | <b>57 991</b>                                  | <b>67 571</b>                                  |
| 421   | Wholesale trade, durable goods . . . . .                                | 113                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle . . . . .          | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle . . . . .                        | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle . . . . .                        | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211105   | Heavy truck & tractor (over 26,000 lb) whsle . . . . .                  | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle . . . . .                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle . . . . .          | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143   | Computer & computer peripheral equipment & software whsle . . . . .     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421430  | Computer & computer peripheral equipment & software whsle . . . . .     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214301   | Computer & peripheral equipment whsle . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143012  | Computers & peripheral equipment for end use . . . . .                  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |



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| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                          |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Hagerstown, MD PMSA—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4216       | Electrical goods whsle . . . . .  | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42161      | Electrical apparatus & equip, wiring supp. & const material whsle . . . . . | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421610     | Electrical apparatus & equip, wiring supp. & const material whsle . . . . . | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 28                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218201    | Farm machinery & equipment—farm dealers . . . . .                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218304    | Metalworking machinery & equipment whsle . . . . .                          | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42184      | Industrial supplies whsle . . . . .   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840     | Industrial supplies whsle . . . . .   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218504    | Other service establishment equipment & supplies whsle . . . . .            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193      | Recyclable material whsle . . . . .   | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421930     | Recyclable material whsle . . . . .   | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | 43                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4221       | Paper & paper product whsle . . . . .                                       | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                                  | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42241      | General-line grocery whsle . . . . .  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422410     | General-line grocery whsle . . . . .  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224103    | Other general-line grocery whsle . . . . .                                  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                            | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                            | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224902    | Bread & baked goods whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903    | Soft drinks whsle . . . . .   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                              | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                               | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                               | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                   | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                               | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                                       | <b>137</b>              | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>g</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                                    | 101                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle . . . . .                            | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle . . . . .                            | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle . . . . .                       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 12                      | 6 800           | 1 430                    | 334                             | 70  | 3 209                        | 917  | 917  |
| 4216       | Electrical goods whsle . . . . .  | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42161      | Electrical apparatus & equip, wiring supp. & const material whsle . . . . . | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421610     | Electrical apparatus & equip, wiring supp. & const material whsle . . . . . | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |

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|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                         |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Hagerstown, MD PMSA—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.  |                         |                 |                          |                                 |   |                              |  |  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .        | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                           | 25                      | D               | D                        | D                               | c   | D                            | D  |  |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                        | 6                       | D               | D                        | D                               | b   | D                            | D  |  |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                        | 6                       | D               | D                        | D                               | b   | D                            | D  |  |
| 4218201    | Farm machinery & equipment—farm dealers . . . . .                          | 5                       | D               | D                        | D                               | b   | D                            | D  |  |
| 42183      | Industrial machinery & equipment whsle . . . . .                           | 8                       | D               | D                        | D                               | b   | D                            | D  |  |
| 421830     | Industrial machinery & equipment whsle . . . . .                           | 8                       | D               | D                        | D                               | b   | D                            | D  |  |
| 4218304    | Metalworking machinery & equipment whsle . . . . .                         | 1                       | D               | D                        | D                               | a   | D                            | D  |  |
| 42185      | Service establishment equipment & supplies whsle . . . . .                 | 1                       | D               | D                        | D                               | b   | D                            | D  |  |
| 421850     | Service establishment equipment & supplies whsle . . . . .                 | 1                       | D               | D                        | D                               | b   | D                            | D  |  |
| 4218504    | Other service establishment equipment & supplies whsle . . . . .           | 1                       | D               | D                        | D                               | b   | D                            | D  |  |
| 4219       | Miscellaneous durable goods whsle . . . . .                                | 13                      | D               | D                        | D                               | c   | D                            | D  |  |
| 42193      | Recyclable material whsle . . . . .  | 9                       | D               | D                        | D                               | c   | D                            | D  |  |
| 421930     | Recyclable material whsle . . . . .  | 9                       | D               | D                        | D                               | c   | D                            | D  |  |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                          | 3                       | D               | D                        | D                               | b   | D                            | D  |  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . . | 3                       | D               | D                        | D                               | b   | D                            | D  |  |
| 422        | Wholesale trade, nondurable goods . . . . .                                | 36                      | D               | D                        | D                               | f   | D                            | D  |  |
| 4221       | Paper & paper product whsle . . . . .                                      | 6                       | D               | D                        | D                               | c   | D                            | D  |  |
| 4224       | Grocery & related products whsle . . . . .                                 | 7                       | D               | D                        | D                               | e   | D                            | D  |  |
| 42241      | General-line grocery whsle . . . . .                                       | 2                       | D               | D                        | D                               | c   | D                            | D  |  |
| 422410     | General-line grocery whsle . . . . .                                       | 2                       | D               | D                        | D                               | c   | D                            | D  |  |
| 4224103    | Other general-line grocery whsle . . . . .                                 | 2                       | D               | D                        | D                               | c   | D                            | D  |  |
| 42249      | Other grocery & related products whsle . . . . .                           | 2                       | D               | D                        | D                               | b   | D                            | D  |  |
| 422490     | Other grocery & related products whsle . . . . .                           | 2                       | D               | D                        | D                               | b   | D                            | D  |  |
| 4224903    | Soft drinks whsle . . . . .  | 2                       | D               | D                        | D                               | b   | D                            | D  |  |
| 4227       | Petroleum & petroleum products whsle . . . . .                             | 5                       | D               | D                        | D                               | c   | D                            | D  |  |
| 42271      | Petroleum bulk stations & terminals . . . . .                              | 4                       | D               | D                        | D                               | c   | D                            | D  |  |
| 422710     | Petroleum bulk stations & terminals . . . . .                              | 4                       | D               | D                        | D                               | c   | D                            | D  |  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                  | 4                       | D               | D                        | D                               | c   | D                            | D  |  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                              | 3                       | D               | D                        | D                               | c   | D                            | D  |  |
|            | <b>Manufacturers' sales branches and sales offices . . . . .</b>           | <b>11</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                                   | 5                       | D               | D                        | D                               | b   | D                            | D  |  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .             | 1                       | D               | D                        | D                               | b   | D                            | D  |  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .        | 1                       | D               | D                        | D                               | b   | D                            | D  |  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .        | 1                       | D               | D                        | D                               | b   | D                            | D  |  |
| 422        | Wholesale trade, nondurable goods . . . . .                                | 6                       | D               | D                        | D                               | c   | D                            | D  |  |
| 4224       | Grocery & related products whsle . . . . .                                 | 5                       | D               | D                        | D                               | c   | D                            | D  |  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>                 | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       |  |
| 421        | Wholesale trade, durable goods . . . . .                                   | 7                       | D               | D                        | D                               | b   | D                            | D  |  |
| 4216       | Electrical goods whsle . . . . .   | 4                       | D               | D                        | D                               | b   | D                            | D  |  |
| 42162      | Electrical appliance, television & radio set whsle . . . . .               | 1                       | D               | D                        | D                               | b   | D                            | D  |  |
| 421620     | Electrical appliance, television & radio set whsle . . . . .               | 1                       | D               | D                        | D                               | b   | D                            | D  |  |

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| NAICS code | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000)   | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>c</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                  |                         |                   |                          |                                 |   |                              |  |  |
|            | <b>Washington, DC-MD-VA-WV PMSA</b>                                 |                         |                   |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                                    | <b>4 597</b>            | <b>47 260 420</b> | <b>3 136 480</b>         | <b>805 467</b>                  | <b>69 965</b>   | <b>5 794 315</b>             | <b>2 145 511</b>                               | <b>2 233 699</b>                               |
| 421        | Wholesale trade, durable goods . . . . .                            | 3 246                   | 35 121 702        | 2 328 416                | 613 608                         | 47 424  | 4 295 374                    | 1 616 789                                      | 1 651 397                                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whlse . . . . .      | 316                     | 14 853 895        | 185 619                  | 46 483                          | 5 205   | 470 321                      | 414 230  | 410 217  |
| 42111      | Automobile & other motor vehicle whlse . . . . .                    | 96                      | 13 235 749        | 68 900                   | 18 073                          | 2 002   | 239 298                      | 158 403  | 141 101  |
| 421110     | Automobile & other motor vehicle whlse . . . . .                    | 96                      | 13 235 749        | 68 900                   | 18 073                          | 2 002   | 239 298                      | 158 403  | 141 101  |
| 4211101    | Automobile & motorcycle whlse . . . . .                             | 58                      | 5 086 038         | 28 819                   | 7 633                           | 1 076   | 117 367                      | 46 011   | 44 289   |
| 4211102    | Bus & recreational vehicle whlse . . . . .                          | 6                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4211103    | Light truck & van (14,000 lb or less) whlse . . . . .               | 8                       | 7 948 867         | 20 778                   | 5 846                           | 324   | 88 327                       | 79 405   | 62 854   |
| 4211104    | Medium truck & tractor (14,001 lb to 26,000 lb) whlse . . . . .     | 7                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whlse . . . . .              | 17                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whlse . . . . .                  | 119                     | 1 494 295         | 87 751                   | 21 546                          | 2 130   | 176 859                      | 243 987  | 255 888  |
| 421120     | Motor vehicle supplies & new parts whlse . . . . .                  | 119                     | 1 494 295         | 87 751                   | 21 546                          | 2 130   | 176 859                      | 243 987  | 255 888  |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors . . . . . | 47                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4211202    | Motor vehicle supplies & new parts—jobbers . . . . .                | 65                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4211203    | Petroleum products marketing equipment whlse . . . . .              | 7                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42113      | Tire & tube whlse . . . . .   | 17                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 421130     | Tire & tube whlse . . . . .   | 17                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whlse . . . . .                         | 84                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whlse . . . . .                         | 84                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whlse . . . . .                        | 276                     | 1 231 297         | 92 251                   | 21 114                          | 2 235   | 164 689                      | 54 472   | 57 303   |
| 42121      | Furniture whlse . . . . .   | 149                     | 826 328           | 46 766                   | 10 599                          | 976   | 82 864                       | 21 095   | 22 272   |
| 421210     | Furniture whlse . . . . .   | 149                     | 826 328           | 46 766                   | 10 599                          | 976   | 82 864                       | 21 095   | 22 272   |
| 4212101    | Household & lawn furniture whlse . . . . .                          | 47                      | 130 335           | 6 795                    | 1 560                           | 146   | 16 873                       | 8 864  | 9 294  |
| 4212102    | Office & business furniture whlse . . . . .                         | 102                     | 695 993           | 39 971                   | 9 039                           | 830   | 65 991                       | 12 231   | 12 978   |
| 42122      | Home furnishings whlse . . . . .                                    | 127                     | 404 969           | 45 485                   | 10 515                          | 1 259   | 81 825                       | 33 377   | 35 031   |
| 421220     | Home furnishings whlse . . . . .                                    | 127                     | 404 969           | 45 485                   | 10 515                          | 1 259   | 81 825                       | 33 377   | 35 031   |
| 4212201    | Household china, glassware, & crockery whlse . . . . .              | 23                      | 67 231            | 7 183                    | 1 910                           | 218   | 13 792                       | 12 182   | 12 689   |
| 4212202    | Linens, domestics, draperies, & curtains whlse . . . . .            | 26                      | 95 329            | 9 490                    | 2 230                           | 274   | 16 345                       | 3 934  | 3 826  |
| 4212203    | Floor coverings whlse . . . . .                                     | 45                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4212204    | Other home furnishings whlse . . . . .                              | 33                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whlse . . . . .               | 143                     | 930 401           | 64 913                   | 15 030                          | 1 704   | 120 980                      | 60 016   | 69 726   |
| 42131      | Lumber, plywood, millwork, & wood panel whlse . . . . .             | 60                      | 554 417           | 34 800                   | 7 129                           | 883   | 63 563                       | 38 099   | 46 590   |
| 421310     | Lumber, plywood, millwork, & wood panel whlse . . . . .             | 60                      | 554 417           | 34 800                   | 7 129                           | 883   | 63 563                       | 38 099   | 46 590   |
| 4213101    | Lumber without yard whlse . . . . .                                 | 4                       | D                 | D                        | D                               | a   | D                            | D  | D  |
| 4213102    | Lumber with yard whlse . . . . .                                    | 8                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4213103    | Plywood, veneer, millwork, & wood panel whlse . . . . .             | 48                      | 447 555           | 27 772                   | 5 885                           | 669   | 49 988                       | 29 287   | 37 378   |
| 42132      | Brick, stone, & related construction materials whlse . . . . .      | 29                      | 167 434           | 8 343                    | 1 756                           | 221   | 16 381                       | 7 712  | 8 378  |
| 421320     | Brick, stone, & related construction materials whlse . . . . .      | 29                      | 167 434           | 8 343                    | 1 756                           | 221   | 16 381                       | 7 712  | 8 378  |
| 4213201    | Brick, block, tile, clay/cement sewer pipe whlse . . . . .          | 15                      | 30 006            | 2 611                    | 635                             | 105   | 6 137                        | 3 143  | 3 509  |
| 4213202    | Sand, gravel, & stone whlse . . . . .                               | 9                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4213203    | Cement, lime, & related products whlse . . . . .                    | 5                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42133      | Roofing, siding, & insulation material whlse . . . . .              | 19                      | 62 527            | 4 121                    | 934                             | 124   | 10 200                       | 4 016  | 4 641  |
| 421330     | Roofing, siding, & insulation material whlse . . . . .              | 19                      | 62 527            | 4 121                    | 934                             | 124   | 10 200                       | 4 016  | 4 641  |
| 4213301    | Roofing, siding, & insulation material whlse . . . . .              | 19                      | 62 527            | 4 121                    | 934                             | 124   | 10 200                       | 4 016  | 4 641  |
| 42139      | Other construction materials whlse . . . . .                        | 35                      | 146 023           | 17 649                   | 5 211                           | 476   | 30 836                       | 10 189   | 10 117   |
| 421390     | Other construction materials whlse . . . . .                        | 35                      | 146 023           | 17 649                   | 5 211                           | 476   | 30 836                       | 10 189   | 10 117   |
| 4213901    | Flat glass & other construction glass whlse . . . . .               | 8                       | 19 147            | 3 065                    | 1 840                           | 174   | 4 835                        | 2 591  | 1 863  |
| 4213902    | Other construction materials whlse . . . . .                        | 27                      | 126 876           | 14 584                   | 3 371                           | 302   | 26 001                       | 7 598  | 8 254  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                          |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Washington, DC-MD-VA-WV PMSA—Con.</b>                                    |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 858                     | 9 101 092       | 1 156 175                | 316 974                         | 18 729  | 2 063 255                    | 441 597  | 436 555  |
| 42141      | Photographic equipment & supplies whsle . . . . .                           | 25                      | 74 520          | 5 677                    | 1 024                           | 127   | 11 471                       | 5 738  | 7 096  |
| 421410     | Photographic equipment & supplies whsle . . . . .                           | 25                      | 74 520          | 5 677                    | 1 024                           | 127   | 11 471                       | 5 738  | 7 096  |
| 42142      | Office equipment whsle . . . . .  | 106                     | 783 929         | 170 093                  | 48 163                          | 3 437   | 301 807                      | 46 625   | 52 234   |
| 421420     | Office equipment whsle . . . . .  | 106                     | 783 929         | 170 093                  | 48 163                          | 3 437   | 301 807                      | 46 625   | 52 234   |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 477                     | 7 624 096       | 888 516                  | 245 311                         | 13 026  | 1 575 924                    | 338 108  | 324 751  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 477                     | 7 624 096       | 888 516                  | 245 311                         | 13 026  | 1 575 924                    | 338 108  | 324 751  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | 391                     | 7 218 554       | 797 919                  | 216 275                         | 11 626  | 1 402 758                    | 334 365  | 320 532  |
| 42143011   | Computers & peripheral equipment for resale . . . . .                       | 113                     | 1 768 548       | 91 806                   | 18 692                          | 1 348   | 202 857                      | 93 310   | 100 000  |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | 278                     | 5 450 006       | 706 113                  | 197 583                         | 10 278  | 1 199 901                    | 241 055  | 220 532  |
| 4214302    | Computer software (packaged) whsle . . . . .                                | 86                      | 405 542         | 90 597                   | 29 036                          | 1 400   | 173 166                      | 3 743  | 4 219  |
| 42144      | Other commercial equipment whsle . . . . .                                  | 61                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle . . . . .                                  | 61                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214401    | Restaurant & hotel equipment & supplies whsle . . . . .                     | 37                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214402    | Store machines & equipment whsle . . . . .                                  | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 117                     | 331 686         | 50 012                   | 11 824                          | 950   | 97 310                       | 24 146   | 22 158   |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 117                     | 331 686         | 50 012                   | 11 824                          | 950   | 97 310                       | 24 146   | 22 158   |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | 104                     | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214502    | Dental equipment & supplies whsle . . . . .                                 | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42146      | Ophthalmic goods whsle . . . . .  | 14                      | 18 201          | 4 213                    | 945                             | 105   | 6 841                        | 3 967  | 4 308  |
| 421460     | Ophthalmic goods whsle . . . . .  | 14                      | 18 201          | 4 213                    | 945                             | 105   | 6 841                        | 3 967  | 4 308  |
| 42149      | Other professional equipment & supplies whsle . . . . .                     | 58                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421490     | Other professional equipment & supplies whsle . . . . .                     | 58                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214902    | Other professional equipment & supplies whsle . . . . .                     | 52                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 58                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42151      | Metal service centers & offices . . . . .                                   | 50                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421510     | Metal service centers & offices . . . . .                                   | 50                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | 41                      | 109 789         | 15 198                   | 3 619                           | 482   | 24 867                       | 11 084   | 11 271   |
| 42151011   | Ferrous metal service centers . . . . .                                     | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151012   | Ferrous metal sales offices . . . . .                                       | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215102    | Nonferrous metal service centers & sales offices . . . . .                  | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215202    | Other mineral & ore whsle . . . . .   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .  | 531                     | 4 289 323       | 408 511                  | 114 543                         | 8 335   | 675 516                      | 168 798  | 179 586  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 130                     | 739 671         | 74 865                   | 17 414                          | 1 600   | 120 004                      | 39 351   | 38 940   |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 130                     | 739 671         | 74 865                   | 17 414                          | 1 600   | 120 004                      | 39 351   | 38 940   |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | 41                      | 263 688         | 14 707                   | 3 461                           | 455   | 32 575                       | 16 177   | 17 053   |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | 41                      | 263 688         | 14 707                   | 3 461                           | 455   | 32 575                       | 16 177   | 17 053   |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 360                     | 3 285 964       | 318 939                  | 93 668                          | 6 280   | 522 937                      | 113 270  | 123 593  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 360                     | 3 285 964       | 318 939                  | 93 668                          | 6 280   | 522 937                      | 113 270  | 123 593  |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | 229                     | 2 231 500       | 256 166                  | 77 868                          | 5 125   | 410 650                      | 64 453   | 72 535   |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | 131                     | 1 054 464       | 62 773                   | 15 800                          | 1 155   | 112 287                      | 48 817   | 51 058   |

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|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                         |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Washington, DC—MD—VA—WV PMSA—Con.</b>                                   |                         |                 |                          |                                 |   |                              |  |  |
| 42         | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.  |                         |                 |                          |                                 |   |                              |  |  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .        | 251                     | 945 400         | 95 987                   | 23 000                          | 2 780   | 182 874                      | 111 066  | 106 215  |
| 42171      | Hardware whsle . . . . .   | 110                     | 301 536         | 37 832                   | 9 384                           | 1 351   | 69 657                       | 40 078   | 38 033   |
| 421710     | Hardware whsle . . . . .   | 110                     | 301 536         | 37 832                   | 9 384                           | 1 351   | 69 657                       | 40 078   | 38 033   |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .        | 51                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .        | 51                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .   | 74                      | 362 394         | 31 779                   | 7 166                           | 690   | 64 910                       | 42 190   | 39 297   |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .   | 74                      | 362 394         | 31 779                   | 7 166                           | 690   | 64 910                       | 42 190   | 39 297   |
| 42174      | Refrigeration equipment & supplies whsle . . . . .                         | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421740     | Refrigeration equipment & supplies whsle . . . . .                         | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                           | 512                     | 2 685 054       | 230 563                  | 53 967                          | 5 541   | 421 681                      | 277 097  | 304 915  |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 49                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 49                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                        | 49                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                        | 49                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218201    | Farm machinery & equipment—farm dealers . . . . .                          | 33                      | 63 174          | 7 712                    | 1 804                           | 319   | 13 684                       | 21 593   | 22 971   |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                    | 11                      | 30 909          | 3 538                    | 647                             | 92  | 5 943                        | 5 690  | 6 382  |
| 4218203    | Lawn & garden machinery & equipment whsle . . . . .                        | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle . . . . .                           | 182                     | 577 925         | 66 269                   | 15 717                          | 1 669   | 127 713                      | 53 606   | 59 860   |
| 421830     | Industrial machinery & equipment whsle . . . . .                           | 182                     | 577 925         | 66 269                   | 15 717                          | 1 669   | 127 713                      | 53 606   | 59 860   |
| 4218301    | Food-processing machinery & equipment whsle . . . . .                      | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .  | 15                      | 14 195          | 1 802                    | 408                             | 50  | 3 291                        | 1 117  | 1 456  |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .           | 66                      | 216 781         | 20 677                   | 5 535                           | 572   | 40 509                       | 27 099   | 28 613   |
| 4218305    | Materials handling equipment whsle . . . . .                               | 26                      | 178 572         | 22 025                   | 5 044                           | 510   | 39 112                       | 12 812   | 14 261   |
| 4218306    | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle . . . . .  | 6                       | 18 264          | 929                      | 89                              | 19  | 3 054                        | 515  | 3 582  |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                     | 51                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42184      | Industrial supplies whsle . . . . .  | 74                      | 930 001         | 25 643                   | 6 035                           | 476   | 44 104                       | 9 358  | 10 921   |
| 421840     | Industrial supplies whsle . . . . .  | 74                      | 930 001         | 25 643                   | 6 035                           | 476   | 44 104                       | 9 358  | 10 921   |
| 4218401    | General-line industrial supplies whsle . . . . .                           | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                     | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218403    | Welding supplies whsle . . . . .   | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218404    | Industrial containers & supplies whsle . . . . .                           | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218406    | Other industrial supplies whsle . . . . .                                  | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42185      | Service establishment equipment & supplies whsle . . . . .                 | 88                      | 217 866         | 39 822                   | 9 718                           | 1 326   | 69 434                       | 32 910   | 34 157   |
| 421850     | Service establishment equipment & supplies whsle . . . . .                 | 88                      | 217 866         | 39 822                   | 9 718                           | 1 326   | 69 434                       | 32 910   | 34 157   |
| 4218501    | Beauty & barber shop equipment & supplies whsle . . . . .                  | 16                      | 78 134          | 16 590                   | 4 239                           | 587   | 27 713                       | 22 509   | 23 094   |
| 4218502    | Custodial, janitors' equipment & supplies whsle . . . . .                  | 37                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218503    | Laundry & dry-cleaning equipment & supplies whsle . . . . .                | 15                      | 17 489          | 2 104                    | 486                             | 70  | 5 570                        | 1 307  | 1 612  |
| 4218504    | Other service establishment equipment & supplies whsle . . . . .           | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .    | 70                      | 606 723         | 61 827                   | 14 287                          | 1 084   | 114 083                      | 81 660   | 91 453   |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .    | 70                      | 606 723         | 61 827                   | 14 287                          | 1 084   | 114 083                      | 81 660   | 91 453   |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle . . . . .               | 49                      | 557 249         | 59 700                   | 13 819                          | 1 035   | 109 641                      | 79 556   | 88 828   |
| 4218602    | Marine machinery, equipment, & supplies whsle . . . . .                    | 12                      | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218603    | Other transportation equipment & supplies whsle . . . . .                  | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E.]

| NAICS code | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                      |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Washington, DC—MD—VA—WV PMSA—Con.</b>                                |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4219       | Miscellaneous durable goods whsle ...                                   | 301                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42191      | Sporting & recreational goods & supplies whsle .....                    | 49                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421910     | Sporting & recreational goods & supplies whsle .....                    | 49                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42192      | Toy & hobby goods & supplies whsle .....                                | 40                      | 63 186          | 6 843                    | 1 528                           | 258   | 15 728                       | 8 134  | 8 284  |
| 421920     | Toy & hobby goods & supplies whsle .....                                | 40                      | 63 186          | 6 843                    | 1 528                           | 258   | 15 728                       | 8 134  | 8 284  |
| 42193      | Recyclable material whsle .....   | 53                      | 163 605         | 28 059                   | 6 700                           | 1 007   | 61 682                       | 5 421  | 6 390  |
| 421930     | Recyclable material whsle .....   | 53                      | 163 605         | 28 059                   | 6 700                           | 1 007   | 61 682                       | 5 421  | 6 390  |
| 4219301    | Iron & steel scrap processors & dealers .....                           | 15                      | 54 261          | 7 342                    | 1 552                           | 201   | 19 264                       | 1 205  | 1 882  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) .....  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219302    | Recyclable paper & paperboard whsle .....                               | 13                      | 51 644          | 10 763                   | 3 057                           | 376   | 22 886                       | 1 928  | 2 328  |
| 4219303    | Other recyclable material whsle .....                                   | 25                      | 57 700          | 9 954                    | 2 091                           | 430   | 19 532                       | 2 288  | 2 180  |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | 66                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | 66                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219401    | Jewelry, watch, diamonds, precious stone, & silverware whsle .....      | 57                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219402    | Precious metal (excluding ores) whsle .....                             | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle .....                           | 93                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle .....                           | 93                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4219903    | General merchandise (durable goods) whsle .....                         | 26                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219904    | Prerecorded media whsle .....   | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle ..... | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219905    | Fire extinguishers & fire safety equipment whsle .....                  | 8                       | 10 042          | 1 884                    | 407                             | 58  | 3 469                        | 240  | 250  |
| 4219906    | Other durable goods whsle .....   | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                                 | 1 351                   | 12 138 718      | 808 064                  | 191 859                         | 22 541  | 1 498 941                    | 528 722  | 582 302  |
| 4221       | Paper & paper product whsle .....                                       | 171                     | 1 036 716       | 107 766                  | 24 437                          | 2 205   | 175 878                      | 62 217   | 66 368   |
| 42211      | Printing & writing paper whsle .....                                    | 22                      | 419 073         | 20 803                   | 4 882                           | 387   | 37 166                       | 21 451   | 22 289   |
| 422110     | Printing & writing paper whsle .....                                    | 22                      | 419 073         | 20 803                   | 4 882                           | 387   | 37 166                       | 21 451   | 22 289   |
| 42212      | Stationery & office supplies whsle ...                                  | 115                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 422120     | Stationery & office supplies whsle ..                                   | 115                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42213      | Industrial & personal service paper whsle .....                         | 34                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422130     | Industrial & personal service paper whsle .....                         | 34                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4222       | Drugs, & druggists' sundries whsle ...                                  | 60                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42221      | Drugs, & druggists' sundries whsle ..                                   | 60                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422210     | Drugs, & druggists' sundries whsle .....                                | 60                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4222101    | General-line drugs whsle .....  | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | 37                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4223       | Apparel, piece goods, & notions whsle ..                                | 118                     | D               | D                        | D                               | f   | D                            | D  | D  |
| 42231      | Piece goods, notions, & other dry goods whsle .....                     | 27                      | 55 215          | 3 939                    | 864                             | 110   | 8 407                        | 3 932  | 4 537  |
| 422310     | Piece goods, notions, & other dry goods whsle .....                     | 27                      | 55 215          | 3 939                    | 864                             | 110   | 8 407                        | 3 932  | 4 537  |
| 4223101    | Piece goods—jobbers .....   | 24                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42232      | Men's & boys' clothing & furnishings whsle .....                        | 48                      | 155 345         | 17 907                   | 3 895                           | 680   | 35 507                       | 19 238   | 22 568   |
| 422320     | Men's & boys' clothing & furnishings whsle .....                        | 48                      | 155 345         | 17 907                   | 3 895                           | 680   | 35 507                       | 19 238   | 22 568   |
| 42233      | Women's, children's, & infants' clothing & accessories whsle .....      | 38                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422330     | Women's, children's, & infants' clothing & accessories whsle .....      | 38                      | D               | D                        | D                               | c   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code   | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>a</sup> (\$1,000) | End-of-1997 inventories <sup>a</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON–BALTIMORE, DC–MD–VA–WV CMSA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Washington, DC–MD–VA–WV PMSA—Con.</b>           |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4224   | Grocery & related products whsle . . . . .                                 | 374                     | 4 133 274       | 278 665                  | 63 398                          | 9 091   | 487 077                      | 139 752  | 153 654  |
| 42241  | General-line grocery whsle . . . . .                                       | 50                      | 966 039         | 60 136                   | 13 914                          | 1 971   | 87 949                       | 41 362   | 47 915   |
| 422410   | General-line grocery whsle . . . . .                                       | 50                      | 966 039         | 60 136                   | 13 914                          | 1 971   | 87 949                       | 41 362   | 47 915   |
| 4224103  | Other general-line grocery whsle . . . . .                                 | 45                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42242  | Packaged frozen food whsle . . . . .                                       | 29                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422420   | Packaged frozen food whsle . . . . .                                       | 29                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42243  | Dairy products, (except dried or canned) whsle . . . . .                   | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422430   | Dairy products, (except dried or canned) whsle . . . . .                   | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224301  | Raw milk whsle . . . . .   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224302  | Dairy product (except raw milk) whsle . . . . .                            | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42244  | Poultry & poultry product whsle . . . . .                                  | 11                      | 145 808         | 6 738                    | 1 572                           | 176   | 12 974                       | 1 346  | 1 545  |
| 422440   | Poultry & poultry product whsle . . . . .                                  | 11                      | 145 808         | 6 738                    | 1 572                           | 176   | 12 974                       | 1 346  | 1 545  |
| 4224402  | Poultry & poultry product (except live) whsle . . . . .                    | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42245  | Confectionery whsle . . . . .  | 21                      | 146 937         | 18 186                   | 4 270                           | 526   | 29 949                       | 4 162  | 5 133  |
| 422450   | Confectionery whsle . . . . .  | 21                      | 146 937         | 18 186                   | 4 270                           | 526   | 29 949                       | 4 162  | 5 133  |
| 42246  | Fish & seafood whsle . . . . .   | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422460   | Fish & seafood whsle . . . . .   | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42247  | Meat & meat product whsle . . . . .  | 31                      | 368 145         | 17 143                   | 3 228                           | 428   | 31 396                       | 5 999  | 6 377  |
| 422470   | Meat & meat product whsle . . . . .  | 31                      | 368 145         | 17 143                   | 3 228                           | 428   | 31 396                       | 5 999  | 6 377  |
| 42248  | Fresh fruit & vegetable whsle . . . . .                                    | 41                      | 234 219         | 21 400                   | 4 363                           | 758   | 34 968                       | 4 253  | 4 408  |
| 422480   | Fresh fruit & vegetable whsle . . . . .                                    | 41                      | 234 219         | 21 400                   | 4 363                           | 758   | 34 968                       | 4 253  | 4 408  |
| 42249  | Other grocery & related products whsle . . . . .                           | 149                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle . . . . .                           | 149                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4224901  | Coffee, tea, & spice whsle . . . . .                                       | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224902  | Bread & baked goods whsle . . . . .  | 39                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224903  | Soft drinks whsle . . . . .  | 33                      | 501 467         | 52 875                   | 12 173                          | 1 649   | 103 201                      | 9 621  | 8 866  |
| 4224904  | Canned goods whsle . . . . .   | 16                      | 94 419          | 7 934                    | 2 283                           | 410   | 11 802                       | 13 484   | 5 093  |
| 4224906  | Other grocery specialties whsle . . . . .                                  | 39                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4225   | Farm-product raw material whsle . . . . .                                  | 29                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42259  | Other farm product raw material whsle . . . . .                            | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422590   | Other farm product raw material whsle . . . . .                            | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . . .                                 | 99                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42261  | Plastics materials & basic forms & shapes whsle . . . . .                  | 19                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422610   | Plastics materials & basic forms & shapes whsle . . . . .                  | 19                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle . . . . .                           | 80                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle . . . . .                           | 80                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4226901  | Industrial gases (except LP) whsle . . . . .                               | 9                       | 27 943          | 7 917                    | 1 933                           | 164   | 12 921                       | 2 786  | 3 023  |
| 4226902  | Other chemical & allied products whsle . . . . .                           | 71                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                             | 58                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals . . . . .                              | 37                      | 1 563 998       | 27 834                   | 7 507                           | 993   | 68 434                       | 58 593   | 62 082   |
| 422710   | Petroleum bulk stations & terminals . . . . .                              | 37                      | 1 563 998       | 27 834                   | 7 507                           | 993   | 68 434                       | 58 593   | 62 082   |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . .                  | 36                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                              | 26                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42271012   | Petroleum bulk terminals (except LP) . . . . .                             | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4227102  | Liquefied petroleum bulk stations & terminals . . . . .                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42272  | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 21                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422720   | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 21                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4228   | Beer, wine, & distilled alcoholic beverage whsle . . . . .                 | 68                      | 949 140         | 75 755                   | 17 441                          | 2 003   | 150 132                      | 71 228   | 71 933   |
| 42281  | Beer & ale whsle . . . . .   | 28                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422810   | Beer & ale whsle . . . . .   | 28                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42282  | Wine & distilled alcoholic beverage whsle . . . . .                        | 40                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422820   | Wine & distilled alcoholic beverage whsle . . . . .                        | 40                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4228201  | Wine & distilled alcoholic bev (licensed operation) whsle . . . . .        | 40                      | D               | D                        | D                               | f   | D                            | D  | D  |

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|------------|---|-------------------------|-------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>          |                         |                   |                          |                                 |   |                              |  |  |
|            | <b>Washington, DC-MD-VA-WV PMSA—Con.</b>                    |                         |                   |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                 |                         |                   |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                      |                         |                   |                          |                                 |   |                              |  |  |
| 4229       | Miscellaneous nondurable goods                              |                         |                   |                          |                                 |   |                              |  |  |
|            | whsle .....   | 374                     | D                 | D                        | D                               | h   | D                            | D  | D  |
| 42291      | Farm supplies whsle .....                                   | 26                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 422910     | Farm supplies whsle .....                                   | 26                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4229101    | Farm supplies—farm dealers ...                              | 12                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4229102    | Farm supplies—whsle distributors .....                      | 14                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42292      | Book, periodical, & newspaper whsle .....                   | 105                     | 924 622           | 71 029                   | 16 021                          | 1 922   | 147 951                      | 14 418   | 15 871   |
| 422920     | Book, periodical, & newspaper whsle .....                   | 105                     | 924 622           | 71 029                   | 16 021                          | 1 922   | 147 951                      | 14 418   | 15 871   |
| 42293      | Flower, nursery stock, & florists' supplies whsle .....     | 31                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 422930     | Flower, nursery stock, & florists' supplies whsle .....     | 31                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42294      | Tobacco & tobacco product whsle ...                         | 15                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 422940     | Tobacco & tobacco product whsle.                            | 15                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42295      | Paint, varnish, & supplies whsle ....                       | 30                      | 46 545            | 5 401                    | 1 229                           | 177   | 13 344                       | 8 954  | 9 338  |
| 422950     | Paint, varnish, & supplies whsle ..                         | 30                      | 46 545            | 5 401                    | 1 229                           | 177   | 13 344                       | 8 954  | 9 338  |
| 4229501    | Paint, varnish, & supplies whsle .....                      | 30                      | 46 545            | 5 401                    | 1 229                           | 177   | 13 344                       | 8 954  | 9 338  |
| 42299      | Other miscellaneous nondurable goods whsle .....            | 167                     | D                 | D                        | D                               | f   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle .....            | 167                     | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4229901    | Art goods whsle .....                                       | 57                      | 74 110            | 6 206                    | 1 494                           | 192   | 14 210                       | 3 269  | 5 681  |
| 4229902    | General merchandise (nondurable goods) whsle .....          | 37                      | 26 639            | 2 530                    | 607                             | 121   | 5 250                        | 2 461  | 2 497  |
| 4229904    | Other nondurable goods whsle .                              | 70                      | D                 | D                        | D                               | e   | D                            | D  | D  |
|            | <b>Merchant wholesalers .....</b>                           | <b>3 739</b>            | <b>22 141 883</b> | <b>1 858 133</b>         | <b>435 339</b>                  | <b>48 274</b>   | <b>3 575 494</b>             | <b>1 544 017</b>                               | <b>1 645 115</b>                               |
| 421        | Wholesale trade, durable goods .....                        | 2 629                   | 15 123 351        | 1 269 119                | 299 661                         | 31 104  | 2 484 293                    | 1 088 925                                      | 1 140 101                                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....  | 292                     | D                 | D                        | D                               | h   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle .....                | 81                      | 4 054 781         | 52 722                   | 13 340                          | 1 451   | 196 838                      | 130 568  | 116 076  |
| 421110     | Automobile & other motor vehicle whsle .....                | 81                      | 4 054 781         | 52 722                   | 13 340                          | 1 451   | 196 838                      | 130 568  | 116 076  |
| 4211101    | Automobile & motorcycle whsle.                              | 50                      | 2 911 834         | 20 817                   | 5 698                           | 639   | 87 638                       | 18 176   | 19 264   |
| 4211102    | Bus & recreational vehicle whsle .....                      | 5                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4211103    | Light truck & van (14,000 lb or less) whsle .....           | 3                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211104    | Medium truck & tractor (14,001 lb to 26,000 lb) whsle ..... | 7                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle .....          | 16                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle .....              | 110                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle .....              | 110                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors . | 46                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4211202    | Motor vehicle supplies & new parts—jobbers .....            | 57                      | 127 520           | 16 267                   | 3 572                           | 596   | 32 184                       | 25 667   | 27 950   |
| 4211203    | Petroleum products marketing equipment whsle .....          | 7                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42113      | Tire & tube whsle .....                                     | 17                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 421130     | Tire & tube whsle .....                                     | 17                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle ...                       | 84                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle .                         | 84                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle ...                      | 200                     | 543 138           | 71 779                   | 16 533                          | 1 843   | 126 255                      | 51 636   | 54 411   |
| 42121      | Furniture whsle .....                                       | 97                      | 306 055           | 32 854                   | 7 318                           | 740   | 56 900                       | 19 035   | 20 175   |
| 421210     | Furniture whsle .....                                       | 97                      | 306 055           | 32 854                   | 7 318                           | 740   | 56 900                       | 19 035   | 20 175   |
| 4212101    | Household & lawn furniture whsle .....                      | 31                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4212102    | Office & business furniture whsle .....                     | 66                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 42122      | Home furnishings whsle .....                                | 103                     | 237 083           | 38 925                   | 9 215                           | 1 103   | 69 355                       | 32 601   | 34 236   |
| 421220     | Home furnishings whsle .....                                | 103                     | 237 083           | 38 925                   | 9 215                           | 1 103   | 69 355                       | 32 601   | 34 236   |
| 4212201    | Household china, glassware, & crockery whsle .....          | 18                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4212202    | Linens, domestics, draperies, & curtains whsle .....        | 21                      | 31 635            | 8 049                    | 1 892                           | 237   | 13 324                       | 3 158  | 3 031  |
| 4212203    | Floor coverings whsle .....                                 | 37                      | 104 142           | 13 935                   | 2 753                           | 362   | 26 774                       | 9 770  | 10 064   |
| 4212204    | Other home furnishings whsle ..                             | 27                      | D                 | D                        | D                               | e   | D                            | D  | D  |



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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>              |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Washington, DC-MD-VA-WV PMSA—Con.</b>                        |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>                                |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                             |                         |                 |                          |                                 |   |                              |  |  |
| 4213       | Lumber & other construction materials whsle .....               | 104                     | 594 040         | 54 454                   | 12 793                          | 1 471   | 101 107                      | 51 559   | 61 495   |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....             | 49                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....             | 49                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4213101    | Lumber without yard whsle .....                                 | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213102    | Lumber with yard whsle .....                                    | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle .....             | 37                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42132      | Brick, stone, & related construction materials whsle .....      | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421320     | Brick, stone, & related construction materials whsle .....      | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213201    | Brick, block, tile, clay/cement sewer pipe whsle .....          | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213202    | Sand, gravel, & stone whsle .....                               | 6                       | 11 746          | 2 252                    | 524                             | 63  | 3 427                        | 2 556  | 2 493  |
| 42133      | Roofing, siding, & insulation material whsle .....              | 11                      | 30 857          | 3 071                    | 714                             | 97  | 7 515                        | 3 089  | 3 274  |
| 421330     | Roofing, siding, & insulation material whsle .....              | 11                      | 30 857          | 3 071                    | 714                             | 97  | 7 515                        | 3 089  | 3 274  |
| 4213301    | Roofing, siding, & insulation material whsle .....              | 11                      | 30 857          | 3 071                    | 714                             | 97  | 7 515                        | 3 089  | 3 274  |
| 42139      | Other construction materials whsle ..                           | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421390     | Other construction materials whsle ..                           | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213901    | Flat glass & other construction glass whsle .....               | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213902    | Other construction materials whsle ..                           | 21                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....      | 712                     | 4 860 485       | 473 483                  | 115 009                         | 9 822   | 907 986                      | 224 315  | 239 893  |
| 42141      | Photographic equipment & supplies whsle .....                   | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421410     | Photographic equipment & supplies whsle .....                   | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42142      | Office equipment whsle .....                                    | 92                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 421420     | Office equipment whsle .....                                    | 92                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle ..... | 400                     | 4 005 098       | 322 450                  | 79 429                          | 6 000   | 625 539                      | 142 008  | 150 468  |
| 421430     | Computer & computer peripheral equipment & software whsle ..... | 400                     | 4 005 098       | 322 450                  | 79 429                          | 6 000   | 625 539                      | 142 008  | 150 468  |
| 4214301    | Computer & peripheral equipment whsle .....                     | 319                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 42143011   | Computers & peripheral equipment for resale .....               | 91                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use .....              | 228                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4214302    | Computer software (packaged) whsle .....                        | 81                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle ..                             | 51                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle ..                             | 51                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214401    | Restaurant & hotel equipment & supplies whsle .....             | 29                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214402    | Store machines & equipment whsle .....                          | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle .....    | 92                      | 268 723         | 41 314                   | 9 659                           | 842   | 85 242                       | 23 928   | 21 798   |
| 421450     | Medical, dental, & hospital equipment & supplies whsle .....    | 92                      | 268 723         | 41 314                   | 9 659                           | 842   | 85 242                       | 23 928   | 21 798   |
| 4214501    | Surgical, medical, & hospital supplies whsle .....              | 80                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4214502    | Dental equipment & supplies whsle ..                            | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42146      | Ophthalmic goods whsle .....                                    | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421460     | Ophthalmic goods whsle .....                                    | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42149      | Other professional equipment & supplies whsle .....             | 46                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421490     | Other professional equipment & supplies whsle .....             | 46                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214902    | Other professional equipment & supplies whsle .....             | 40                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle .....                  | 54                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42151      | Metal service centers & offices .....                           | 46                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421510     | Metal service centers & offices .....                           | 46                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4215101    | Ferrous metal service centers & sales offices .....             | 38                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151011   | Ferrous metal service centers .....                             | 26                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151012   | Ferrous metal sales offices .....                               | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42152      | Coal & other mineral & ore whsle ...                            | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421520     | Coal & other mineral & ore whsle ...                            | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215202    | Other mineral & ore whsle .....                                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                          |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Washington, DC-MD-VA-WV PMSA—Con.</b>                                    |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4216       | Electrical goods whsle . . . . .  | 349                     | 1 791 630       | 216 537                  | 48 568                          | 4 574   | 379 231                      | 128 882  | 139 206  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 90                      | 319 454         | 37 951                   | 8 692                           | 908   | 66 521                       | 26 819   | 26 204   |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 90                      | 319 454         | 37 951                   | 8 692                           | 908   | 66 521                       | 26 819   | 26 204   |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | 29                      | 139 376         | 10 800                   | 2 516                           | 367   | 24 571                       | 14 208   | 15 123   |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | 29                      | 139 376         | 10 800                   | 2 516                           | 367   | 24 571                       | 14 208   | 15 123   |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 230                     | 1 332 800       | 167 786                  | 37 360                          | 3 299   | 288 139                      | 87 855   | 97 879   |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 230                     | 1 332 800       | 167 786                  | 37 360                          | 3 299   | 288 139                      | 87 855   | 97 879   |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | 136                     | 772 842         | 126 726                  | 27 610                          | 2 535   | 218 428                      | 41 850   | 49 844   |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | 94                      | 559 958         | 41 060                   | 9 750                           | 764   | 69 711                       | 46 005   | 48 035   |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 212                     | 645 640         | 78 486                   | 19 003                          | 2 454   | 145 510                      | 100 948  | 95 751   |
| 42171      | Hardware whsle . . . . .  | 99                      | 242 833         | 35 788                   | 8 877                           | 1 305   | 66 712                       | 40 078   | 38 033   |
| 421710     | Hardware whsle . . . . .  | 99                      | 242 833         | 35 788                   | 8 877                           | 1 305   | 66 712                       | 40 078   | 38 033   |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 37                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 37                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 61                      | 235 420         | 22 007                   | 5 169                           | 558   | 41 749                       | 35 166   | 32 033   |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 61                      | 235 420         | 22 007                   | 5 169                           | 558   | 41 749                       | 35 166   | 32 033   |
| 42174      | Refrigeration equipment & supplies whsle . . . . .                          | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421740     | Refrigeration equipment & supplies whsle . . . . .                          | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 440                     | 1 452 015       | 175 654                  | 40 657                          | 4 615   | 332 898                      | 251 150  | 280 487  |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 46                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 46                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | 45                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | 45                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218201    | Farm machinery & equipment—farm dealers . . . . .                           | 33                      | 63 174          | 7 712                    | 1 804                           | 319   | 13 684                       | 21 593   | 22 971   |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                     | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 158                     | 492 237         | 61 583                   | 14 491                          | 1 569   | 119 070                      | 51 902   | 59 126   |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 158                     | 492 237         | 61 583                   | 14 491                          | 1 569   | 119 070                      | 51 902   | 59 126   |
| 4218301    | Food-processing machinery & equipment whsle . . . . .                       | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .   | 15                      | 14 195          | 1 802                    | 408                             | 50  | 3 291                        | 1 117  | 1 456  |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | 54                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218305    | Materials handling equipment whsle . . . . .                                | 26                      | 178 572         | 22 025                   | 5 044                           | 510   | 39 112                       | 12 812   | 14 261   |
| 4218306    | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle . . . . .   | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                      | 41                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42184      | Industrial supplies whsle . . . . .   | 59                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421840     | Industrial supplies whsle . . . . .   | 59                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218401    | General-line industrial supplies whsle . . . . .                            | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                      | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218403    | Welding supplies whsle . . . . .  | 13                      | 6 805           | 760                      | 205                             | 22  | 1 503                        | 1 210  | 1 006  |
| 4218404    | Industrial containers & supplies whsle . . . . .                            | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218406    | Other industrial supplies whsle . . . . .                                   | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                      |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Washington, DC-MD-VA-WV PMSA—Con.</b>                                |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4218       | Machinery, equipment, & supplies whsle—Con.                             |                         |                 |                          |                                 |   |                              |  |  |
| 42185      | Service establishment equipment & supplies whsle.....                   | 82                      | 179 991         | 34 212                   | 8 427                           | 1 162   | 63 019                       | 31 422   | 32 661   |
| 421850     | Service establishment equipment & supplies whsle.....                   | 82                      | 179 991         | 34 212                   | 8 427                           | 1 162   | 63 019                       | 31 422   | 32 661   |
| 4218501    | Beauty & barber shop equipment & supplies whsle ...                     | 16                      | 78 134          | 16 590                   | 4 239                           | 587   | 27 713                       | 22 509   | 23 094   |
| 4218502    | Custodial, janitors' equipment & supplies whsle.....                    | 34                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218503    | Laundry & dry-cleaning equipment & supplies whsle ...                   | 15                      | 17 489          | 2 104                    | 486                             | 70  | 5 570                        | 1 307  | 1 612  |
| 4218504    | Other service establishment equipment & supplies whsle ...              | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 50                      | 347 229         | 30 348                   | 6 745                           | 560   | 61 826                       | 62 868   | 73 327   |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 50                      | 347 229         | 30 348                   | 6 745                           | 560   | 61 826                       | 62 868   | 73 327   |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle ...                  | 38                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218602    | Marine machinery, equipment, & supplies whsle .....                     | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218603    | Other transportation equipment & supplies whsle .....                   | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle ...                                   | 266                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42191      | Sporting & recreational goods & supplies whsle .....                    | 42                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421910     | Sporting & recreational goods & supplies whsle .....                    | 42                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42192      | Toy & hobby goods & supplies whsle .....                                | 35                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421920     | Toy & hobby goods & supplies whsle .....                                | 35                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193      | Recyclable material whsle .....   | 52                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 421930     | Recyclable material whsle .....   | 52                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4219301    | Iron & steel scrap processors & dealers .....                           | 15                      | 54 261          | 7 342                    | 1 552                           | 201   | 19 264                       | 1 205  | 1 882  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) .....  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219302    | Recyclable paper & paperboard whsle .....                               | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4219303    | Other recyclable material whsle .....                                   | 25                      | 57 700          | 9 954                    | 2 091                           | 430   | 19 532                       | 2 288  | 2 180  |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | 61                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | 61                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219401    | Jewelry, watch, diamonds, precious stone, & silverware whsle .....      | 52                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle .....                           | 76                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle .....                           | 76                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4219903    | General merchandise (durable goods) whsle .....                         | 24                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219904    | Prerecorded media whsle .....   | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle ..... | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219905    | Fire extinguishers & fire safety equipment whsle .....                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219906    | Other durable goods whsle.....  | 21                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                                 | 1 110                   | 7 018 532       | 589 014                  | 135 678                         | 17 170  | 1 091 201                    | 455 092  | 505 014  |
| 4221       | Paper & paper product whsle .....                                       | 134                     | 701 603         | 94 481                   | 20 841                          | 1 966   | 151 930                      | 58 606   | 62 612   |
| 42211      | Printing & writing paper whsle .....                                    | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422110     | Printing & writing paper whsle .....                                    | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42212      | Stationery & office supplies whsle ...                                  | 87                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422120     | Stationery & office supplies whsle ..                                   | 87                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42213      | Industrial & personal service paper whsle .....                         | 29                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422130     | Industrial & personal service paper whsle .....                         | 29                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4222       | Drugs, & druggists' sundries whsle ....                                 | 53                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42221      | Drugs, & druggists' sundries whsle ..                                   | 53                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422210     | Drugs, & druggists' sundries whsle .....                                | 53                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4222101    | General-line drugs whsle .....  | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | 30                      | D               | D                        | D                               | g   | D                            | D  | D  |

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|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                     |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Washington, DC—MD—VA—WV PMSA—Con.</b>                               |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>                                       |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 4223       | Apparel, piece goods, & notions whsle.                                 | 97                      | 197 136         | 22 584                   | 4 869                           | 850   | 46 517                       | 24 211   | 29 959   |
| 42231      | Piece goods, notions, & other dry goods whsle .....                    | 21                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422310     | Piece goods, notions, & other dry goods whsle .....                    | 21                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223101    | Piece goods—jobbers .....  | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42232      | Men's & boys' clothing & furnishings whsle .....                       | 43                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422320     | Men's & boys' clothing & furnishings whsle .....                       | 43                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42233      | Women's, children's, & infants' clothing & accessories whsle .....     | 28                      | 17 094          | 1 722                    | 377                             | 92  | 4 579                        | 1 230  | 3 176  |
| 422330     | Women's, children's, & infants' clothing & accessories whsle .....     | 28                      | 17 094          | 1 722                    | 377                             | 92  | 4 579                        | 1 230  | 3 176  |
| 4224       | Grocery & related products whsle .....                                 | 312                     | 2 779 934       | 200 262                  | 44 836                          | 6 302   | 346 423                      | 131 089  | 145 390  |
| 42241      | General-line grocery whsle .....                                       | 46                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422410     | General-line grocery whsle .....                                       | 46                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224103    | Other general-line grocery whsle .....                                 | 41                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42242      | Packaged frozen food whsle .....                                       | 20                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422420     | Packaged frozen food whsle .....                                       | 20                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42243      | Dairy products, (except dried or canned) whsle .....                   | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422430     | Dairy products, (except dried or canned) whsle .....                   | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224301    | Raw milk whsle .....   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224302    | Dairy product (except raw milk) whsle .....                            | 17                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42244      | Poultry & poultry product whsle .....                                  | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422440     | Poultry & poultry product whsle .....                                  | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224402    | Poultry & poultry product (except live) whsle .....                    | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42245      | Confectionery whsle .....  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422450     | Confectionery whsle .....  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42246      | Fish & seafood whsle .....   | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422460     | Fish & seafood whsle .....   | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42247      | Meat & meat product whsle .....  | 29                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422470     | Meat & meat product whsle .....  | 29                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42248      | Fresh fruit & vegetable whsle .....                                    | 38                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422480     | Fresh fruit & vegetable whsle .....                                    | 38                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle .....                           | 112                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle .....                           | 112                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224901    | Coffee, tea, & spice whsle .....                                       | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224902    | Bread & baked goods whsle .....  | 26                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224903    | Soft drinks whsle .....  | 17                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224904    | Canned goods whsle .....   | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224906    | Other grocery specialties whsle .....                                  | 34                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle .....                                  | 17                      | 14 920          | 1 140                    | 180                             | 48  | 2 589                        | 2 199  | 2 713  |
| 4226       | Chemical & allied products whsle .....                                 | 79                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42261      | Plastics materials & basic forms & shapes whsle .....                  | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422610     | Plastics materials & basic forms & shapes whsle .....                  | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269      | Other chemical & allied products whsle .....                           | 61                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422690     | Other chemical & allied products whsle .....                           | 61                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4226901    | Industrial gases (except LP) whsle .....                               | 9                       | 27 943          | 7 917                    | 1 933                           | 164   | 12 921                       | 2 786  | 3 023  |
| 4226902    | Other chemical & allied products whsle .....                           | 52                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle .....                             | 45                      | 539 612         | 17 272                   | 4 462                           | 886   | 45 156                       | 16 850   | 13 735   |
| 42271      | Petroleum bulk stations & terminals .....                              | 29                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals .....                              | 29                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | 28                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) .....                              | 25                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4227102    | Liquefied petroleum bulk stations & terminals .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |

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|------------|---|-------------------------|-------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>              |                         |                   |                          |                                 |   |                              |  |  |
|            | <b>Washington, DC-MD-VA-WV PMSA—Con.</b>                        |                         |                   |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>                                |                         |                   |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                          |                         |                   |                          |                                 |   |                              |  |  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle .....          | 63                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 42281      | Beer & ale whsle .....  | 27                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 422810     | Beer & ale whsle .....  | 27                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 42282      | Wine & distilled alcoholic beverage whsle .....                 | 36                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 422820     | Wine & distilled alcoholic beverage whsle .....                 | 36                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle ..... | 36                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle .....                      | 310                     | D                 | D                        | D                               | h   | D                            | D  | D  |
| 42291      | Farm supplies whsle .....                                       | 22                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 422910     | Farm supplies whsle .....                                       | 22                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4229102    | Farm supplies—whsle distributors .....                          | 12                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42292      | Book, periodical, & newspaper whsle .....                       | 83                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 422920     | Book, periodical, & newspaper whsle .....                       | 83                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 42293      | Flower, nursery stock, & florists' supplies whsle .....         | 29                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 422930     | Flower, nursery stock, & florists' supplies whsle .....         | 29                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42294      | Tobacco & tobacco product whsle .....                           | 14                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 422940     | Tobacco & tobacco product whsle .....                           | 14                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42295      | Paint, varnish, & supplies whsle .....                          | 17                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 422950     | Paint, varnish, & supplies whsle .....                          | 17                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4229501    | Paint, varnish, & supplies whsle .....                          | 17                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42299      | Other miscellaneous nondurable goods whsle .....                | 145                     | D                 | D                        | D                               | f   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle .....                | 145                     | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4229901    | Art goods whsle .....   | 43                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4229902    | General merchandise (nondurable goods) whsle .....              | 33                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4229904    | Other nondurable goods whsle .....                              | 66                      | D                 | D                        | D                               | e   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices ..</b>       | <b>375</b>              | <b>20 624 225</b> | <b>1 161 534</b>         | <b>342 157</b>                  | <b>18 256</b>   | <b>2 019 883</b>             | <b>596 523</b>                                 | <b>583 553</b>                                 |
| 421        | Wholesale trade, durable goods .....                            | 259                     | 17 232 338        | 976 532                  | 294 527                         | 14 334  | 1 669 582                    | 523 058  | 506 464  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....      | 13                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle .....                    | 8                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle .....                    | 8                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211103    | Light truck & van (14,000 lb or less) whsle .....               | 5                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle .....                  | 5                       | D                 | D                        | D                               | f   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle .....                  | 5                       | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4211202    | Motor vehicle supplies & new parts—jobbers .....                | 5                       | D                 | D                        | D                               | f   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle .....                        | 12                      | 284 296           | 7 843                    | 1 651                           | 102   | 15 279                       | 2 763  | 2 815  |
| 42121      | Furniture whsle .....   | 8                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 421210     | Furniture whsle .....   | 8                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4212102    | Office & business furniture whsle .....                         | 7                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle .....               | 20                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42132      | Brick, stone, & related construction materials whsle .....      | 10                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 421320     | Brick, stone, & related construction materials whsle .....      | 10                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4213203    | Cement, lime, & related products whsle .....                    | 1                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....      | 73                      | 3 854 875         | 668 645                  | 198 623                         | 8 670   | 1 132 094                    | 216 548  | 195 936  |
| 42142      | Office equipment whsle .....                                    | 9                       | D                 | D                        | D                               | g   | D                            | D  | D  |
| 421420     | Office equipment whsle .....                                    | 9                       | D                 | D                        | D                               | g   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle ..... | 56                      | 3 344 952         | 560 540                  | 164 360                         | 6 956   | 940 747                      | 196 067  | 174 267  |
| 421430     | Computer & computer peripheral equipment & software whsle ..... | 56                      | 3 344 952         | 560 540                  | 164 360                         | 6 956   | 940 747                      | 196 067  | 174 267  |
| 4214301    | Computer & peripheral equipment whsle .....                     | 55                      | D                 | D                        | D                               | i   | D                            | D  | D  |
| 42143011   | Computers & peripheral equipment for resale .....               | 16                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use .....              | 39                      | 3 027 323         | 524 401                  | 155 902                         | 6 632   | 877 482                      | 147 262  | 126 538  |

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|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                         |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Washington, DC-MD-VA-WV PMSA—Con.</b>                                   |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Manufacturers' sales branches and sales offices—Con.</b>                |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.  |                         |                 |                          |                                 |   |                              |  |  |
| 4216       | Electrical goods whse . . . . .  | 101                     | 1 905 360       | 171 592                  | 61 235                          | 3 302   | 262 737                      | 39 301   | 39 863   |
| 42161      | Electrical apparatus & equip, wiring supp. & const material whse . . . . . | 16                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421610     | Electrical apparatus & equip, wiring supp. & const material whse . . . . . | 16                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whse . . . . .                          | 82                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whse . . . . .                          | 82                      | D               | D                        | D                               | h   | D                            | D  | D  |
| 4216901    | Communications equipment & supplies whse . . . . .                         | 72                      | 1 326 255       | 123 414                  | 49 023                          | 2 448   | 183 141                      | 22 579   | 22 668   |
| 4216902    | Electronic parts (excluding communications equipment) whse . . . . .       | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whse . . . . .         | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whse . . . . .    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whse . . . . .    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whse . . . . .                            | 30                      | 956 324         | 47 262                   | 11 817                          | 797   | 74 807                       | 25 935   | 24 413   |
| 42183      | Industrial machinery & equipment whse . . . . .                            | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830     | Industrial machinery & equipment whse . . . . .                            | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184      | Industrial supplies whse . . . . .   | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840     | Industrial supplies whse . . . . .   | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218406    | Other industrial supplies whse . . . . .                                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whse . . . . .     | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whse . . . . .     | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whse . . . . .                                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whse . . . . .                           | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whse . . . . .                           | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                                | 116                     | 3 391 887       | 185 002                  | 47 630                          | 3 922   | 350 301                      | 73 465   | 77 089   |
| 4221       | Paper & paper product whse . . . . .                                       | 17                      | 253 984         | 10 594                   | 2 873                           | 185   | 19 803                       | 3 606  | 3 748  |
| 42212      | Stationery & office supplies whse . . . . .                                | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422120     | Stationery & office supplies whse . . . . .                                | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224       | Grocery & related products whse . . . . .                                  | 36                      | 800 643         | 63 310                   | 14 933                          | 2 054   | 118 401                      | 8 663  | 8 264  |
| 42249      | Other grocery & related products whse . . . . .                            | 28                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422490     | Other grocery & related products whse . . . . .                            | 28                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224902    | Bread & baked goods whse . . . . .   | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224903    | Soft drinks whse . . . . .   | 15                      | 422 248         | 38 104                   | 8 654                           | 1 215   | 74 738                       | 5 471  | 5 120  |
| 4226       | Chemical & allied products whse . . . . .                                  | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42269      | Other chemical & allied products whse . . . . .                            | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422690     | Other chemical & allied products whse . . . . .                            | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whse . . . . .                            | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whse . . . . .                              | 10                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                              | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                              | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271012   | Petroleum bulk terminals (except LP) . . . . .                             | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whse . . . . .                              | 34                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42292      | Book, periodical, & newspaper whse . . . . .                               | 19                      | 685 025         | 34 259                   | 7 383                           | 599   | 73 133                       | 759  | 797  |
| 422920     | Book, periodical, & newspaper whse . . . . .                               | 19                      | 685 025         | 34 259                   | 7 383                           | 599   | 73 133                       | 759  | 797  |
| 42295      | Paint, varnish, & supplies whse . . . . .                                  | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422950     | Paint, varnish, & supplies whse . . . . .                                  | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229501    | Paint, varnish, & supplies whse . . . . .                                  | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>              |                         |                  |                          |                                 |   |                              |  |  |
|            | <b>Washington, DC-MD-VA-WV PMSA—Con.</b>                        |                         |                  |                          |                                 |   |                              |  |  |
|            | <b>Agents, brokers, and commission merchants .....</b>          | <b>483</b>              | <b>4 494 312</b> | <b>116 813</b>           | <b>27 971</b>                   | <b>3 435</b>  | <b>198 938</b>               | <b>4 971</b>                                   | <b>5 031</b>                                   |
| 421        | Wholesale trade, durable goods .....                            | 358                     | 2 766 013        | 82 765                   | 19 420                          | 1 986   | 141 499                      | 4 806  | 4 832  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....      | 11                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle .....                    | 7                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle .....                    | 7                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4211101    | Automobile & motorcycle whsle ..                                | 5                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle .....                  | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle .....                  | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors ..    | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle ...                          | 64                      | 403 863          | 12 629                   | 2 930                           | 290   | 23 155                       | 73   | 77   |
| 42121      | Furniture whsle .....   | 44                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421210     | Furniture whsle .....   | 44                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212101    | Household & lawn furniture whsle .....                          | 15                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102    | Office & business furniture whsle .....                         | 29                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42122      | Home furnishings whsle .....                                    | 20                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421220     | Home furnishings whsle .....                                    | 20                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212202    | Linens, domestics, draperies, & curtains whsle .....            | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212204    | Other home furnishings whsle ..                                 | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle .....               | 19                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....             | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....             | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle .....             | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42133      | Roofing, siding, & insulation material whsle .....              | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421330     | Roofing, siding, & insulation material whsle .....              | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4213301    | Roofing, siding, & insulation material whsle .....              | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42139      | Other construction materials whsle ..                           | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421390     | Other construction materials whsle .....                        | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....      | 73                      | 385 732          | 14 047                   | 3 342                           | 237   | 23 175                       | 734  | 726  |
| 42142      | Office equipment whsle .....                                    | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421420     | Office equipment whsle .....                                    | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle ..... | 21                      | 274 046          | 5 526                    | 1 522                           | 70  | 9 638                        | 33   | 16   |
| 421430     | Computer & computer peripheral equipment & software whsle ..... | 21                      | 274 046          | 5 526                    | 1 522                           | 70  | 9 638                        | 33   | 16   |
| 4214301    | Computer & peripheral equipment whsle .....                     | 17                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42143011   | Computers & peripheral equipment for resale .....               | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use .....              | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214302    | Computer software (packaged) whsle .....                        | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle ..                             | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle .....                          | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214401    | Restaurant & hotel equipment & supplies whsle .....             | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle .....    | 22                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421450     | Medical, dental, & hospital equipment & supplies whsle .....    | 22                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214501    | Surgical, medical, & hospital supplies whsle .....              | 21                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42149      | Other professional equipment & supplies whsle .....             | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421490     | Other professional equipment & supplies whsle .....             | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214902    | Other professional equipment & supplies whsle .....             | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>                          |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Washington, DC-MD-VA-WV PMSA—Con.</b>                                    |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Agents, brokers, and commission merchants—Con.</b>                       |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4216       | Electrical goods whsle . . . . .  | 81                      | 592 333         | 20 382                   | 4 740                           | 459   | 33 548                       | 615  | 517  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 48                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 48                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | 21                      | 132 403         | 6 026                    | 1 235                           | 142   | 9 081                        | 24   | 23   |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | 27                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 35                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42171      | Hardware whsle . . . . .  | 11                      | 58 703          | 2 044                    | 507                             | 46  | 2 945                        | —  | —  |
| 421710     | Hardware whsle . . . . .  | 11                      | 58 703          | 2 044                    | 507                             | 46  | 2 945                        | —  | —  |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 42                      | 276 715         | 7 647                    | 1 493                           | 129   | 13 976                       | 12   | 15   |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184      | Industrial supplies whsle . . . . .   | 7                       | 23 550          | 608                      | 203                             | 15  | 1 148                        | —  | —  |
| 421840     | Industrial supplies whsle . . . . .   | 7                       | 23 550          | 608                      | 203                             | 15  | 1 148                        | —  | —  |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle . . . . .                | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | 31                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219904    | Prerecorded media whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219906    | Other durable goods whsle . . . . .   | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | 125                     | 1 728 299       | 34 048                   | 8 551                           | 1 449   | 57 439                       | 165  | 199  |
| 4221       | Paper & paper product whsle . . . . .                                       | 20                      | 81 129          | 2 691                    | 723                             | 54  | 4 145                        | 5  | 8  |
| 42212      | Stationery & office supplies whsle . . . . .                                | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422120     | Stationery & office supplies whsle . . . . .                                | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4222       | Drugs, & druggists' sundries whsle . . . . .                                | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42221      | Drugs, & druggists' sundries whsle . . . . .                                | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422210     | Drugs, & druggists' sundries whsle . . . . .                                | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                             | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42231      | Piece goods, notions, & other dry goods whsle . . . . .                     | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422310     | Piece goods, notions, & other dry goods whsle . . . . .                     | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |



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|---|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA—Con.</b>    |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>Washington, DC-MD-VA-WV PMSA—Con.</b>              |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>Agents, brokers, and commission merchants—Con.</b> |  |                         |                  |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods—Con.                                     |                         |                  |                          |                                 |   |                              |  |  |
| 4224  | Grocery & related products whsle . . . . .                                 | 26                      | 552 697          | 15 093                   | 3 629                           | 735   | 22 253                       | —  | —  |
| 42241   | General-line grocery whsle . . . . .                                       | 4                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 422410  | General-line grocery whsle . . . . .                                       | 4                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 4224103   | Other general-line grocery whsle . . . . .                                 | 4                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 42247   | Meat & meat product whsle . . . . .  | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422470  | Meat & meat product whsle . . . . .  | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4225  | Farm-product raw material whsle . . . . .                                  | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42259   | Other farm product raw material whsle . . . . .                            | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422590  | Other farm product raw material whsle . . . . .                            | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle . . . . .                             | 3                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42272   | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 3                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 422720  | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 3                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle . . . . .                             | 30                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42299   | Other miscellaneous nondurable goods whsle . . . . .                       | 21                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 422990  | Other miscellaneous nondurable goods whsle . . . . .                       | 21                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229901   | Art goods whsle . . . . .  | 14                      | D                | D                        | D                               | b   | D                            | D  | D  |
| <b>AREA OUTSIDE VIRGINIA METROPOLITAN AREAS</b>       |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade . . . . .</b>   | <b>1 374</b>            | <b>6 059 087</b> | <b>401 125</b>           | <b>96 286</b>                   | <b>15 870</b>   | <b>910 583</b>               | <b>409 080</b>                                 | <b>463 800</b>                                 |
| 421   | Wholesale trade, durable goods . . . . .                                   | 832                     | 2 821 697        | 227 030                  | 55 272                          | 8 320   | 465 378                      | 261 023  | 294 722  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 124                     | 470 244          | 26 693                   | 6 208                           | 1 194   | 46 499                       | 21 835   | 25 244   |
| 42111   | Automobile & other motor vehicle whsle . . . . .                           | 23                      | 403 259          | 17 068                   | 3 975                           | 698   | 27 035                       | 14 807   | 17 303   |
| 421110  | Automobile & other motor vehicle whsle . . . . .                           | 23                      | 403 259          | 17 068                   | 3 975                           | 698   | 27 035                       | 14 807   | 17 303   |
| 4211101   | Automobile & motorcycle whsle . . . . .                                    | 11                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4211104   | Medium truck & tractor (14,001 lb to 26,000 lb) whsle . . . . .            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4211105   | Heavy truck & tractor (over 26,000 lb) whsle . . . . .                     | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112   | Motor vehicle supplies & new parts whsle . . . . .                         | 42                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421120  | Motor vehicle supplies & new parts whsle . . . . .                         | 42                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211201   | Motor vehicle supplies & new parts—warehouse distributors . . . . .        | 20                      | 12 904           | 1 417                    | 343                             | 86  | 3 152                        | 1 572  | 1 657  |
| 4211202   | Motor vehicle supplies & new parts—jobbers . . . . .                       | 20                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42113   | Tire & tube whsle . . . . .  | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421130  | Tire & tube whsle . . . . .  | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42114   | Motor vehicle parts, (used) whsle . . . . .                                | 50                      | 17 233           | 3 468                    | 805                             | 205   | 7 692                        | 2 505  | 3 149  |
| 421140  | Motor vehicle parts, (used) whsle . . . . .                                | 50                      | 17 233           | 3 468                    | 805                             | 205   | 7 692                        | 2 505  | 3 149  |
| 4212  | Furniture & home furnishings whsle . . . . .                               | 35                      | 108 245          | 6 449                    | 1 513                           | 265   | 14 241                       | 6 400  | 6 040  |
| 42121   | Furniture whsle . . . . .  | 22                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421210  | Furniture whsle . . . . .  | 22                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212101   | Household & lawn furniture whsle . . . . .                                 | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102   | Office & business furniture whsle . . . . .                                | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42122   | Home furnishings whsle . . . . .   | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421220  | Home furnishings whsle . . . . .   | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212203   | Floor coverings whsle . . . . .  | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle . . . . .                      | 57                      | 317 722          | 22 068                   | 5 179                           | 702   | 57 049                       | 14 521   | 15 275   |
| 42131   | Lumber, plywood, millwork, & wood panel whsle . . . . .                    | 41                      | 286 609          | 18 707                   | 4 511                           | 563   | 50 696                       | 12 047   | 12 780   |
| 421310  | Lumber, plywood, millwork, & wood panel whsle . . . . .                    | 41                      | 286 609          | 18 707                   | 4 511                           | 563   | 50 696                       | 12 047   | 12 780   |
| 4213101   | Lumber without yard whsle . . . . .  | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4213102   | Lumber with yard whsle . . . . .   | 17                      | 63 250           | 7 111                    | 1 786                           | 252   | 13 190                       | 7 980  | 8 665  |
| 4213103   | Plywood, veneer, millwork, & wood panel whsle . . . . .                    | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42133   | Roofing, siding, & insulation material whsle . . . . .                     | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421330  | Roofing, siding, & insulation material whsle . . . . .                     | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213301   | Roofing, siding, & insulation material whsle . . . . .                     | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code   | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>AREA OUTSIDE VIRGINIA METROPOLITAN AREAS—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4214   | Professional & commercial equipment & supplies whsle . . . . .              | 67                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42142  | Office equipment whsle . . . . .  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421420   | Office equipment whsle . . . . .  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143  | Computer & computer peripheral equipment & software whsle . . . . .         | 25                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 421430   | Computer & computer peripheral equipment & software whsle . . . . .         | 25                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4214301  | Computer & peripheral equipment whsle . . . . .                             | 23                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | 19                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42144  | Other commercial equipment whsle . . . . .                                  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421440   | Other commercial equipment whsle . . . . .                                  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42149  | Other professional equipment & supplies whsle . . . . .                     | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421490   | Other professional equipment & supplies whsle . . . . .                     | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214902  | Other professional equipment & supplies whsle . . . . .                     | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215   | Metal & mineral (except petroleum) whsle . . . . .                          | 40                      | 316 599         | 14 350                   | 3 624                           | 487   | 28 992                       | 12 599   | 14 001   |
| 42151  | Metal service centers & offices . . . . .                                   | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421510   | Metal service centers & offices . . . . .                                   | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215101  | Ferrous metal service centers & sales offices . . . . .                     | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151011   | Ferrous metal service centers . . . . .                                     | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42152  | Coal & other mineral & ore whsle . . . . .                                  | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421520   | Coal & other mineral & ore whsle . . . . .                                  | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215201  | Coal whsle . . . . .  | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216   | Electrical goods whsle . . . . .  | 48                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42161  | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421610   | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169  | Other electronic parts & equipment whsle . . . . .                          | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690   | Other electronic parts & equipment whsle . . . . .                          | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216901  | Communications equipment & supplies whsle . . . . .                         | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 48                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42171  | Hardware whsle . . . . .  | 24                      | 51 777          | 3 828                    | 745                             | 161   | 9 199                        | 9 214  | 11 888   |
| 421710   | Hardware whsle . . . . .  | 24                      | 51 777          | 3 828                    | 745                             | 161   | 9 199                        | 9 214  | 11 888   |
| 42172  | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421720   | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173  | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730   | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                            | 300                     | 663 064         | 62 916                   | 14 617                          | 2 359   | 115 547                      | 141 159  | 158 512  |
| 42181  | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 68                      | 261 823         | 20 119                   | 4 777                           | 610   | 39 084                       | 62 689   | 70 237   |
| 421810   | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 68                      | 261 823         | 20 119                   | 4 777                           | 610   | 39 084                       | 62 689   | 70 237   |
| 42182  | Farm & garden machinery & equipment whsle . . . . .                         | 92                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421820   | Farm & garden machinery & equipment whsle . . . . .                         | 92                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218201  | Farm machinery & equipment—farm dealers . . . . .                           | 80                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218202  | Farm machinery & equipment—whsle distributors . . . . .                     | 12                      | 29 851          | 3 684                    | 803                             | 119   | 5 945                        | 8 079  | 9 263  |
| 42183  | Industrial machinery & equipment whsle . . . . .                            | 62                      | 104 958         | 12 251                   | 2 912                           | 478   | 22 252                       | 13 673   | 15 463   |
| 421830   | Industrial machinery & equipment whsle . . . . .                            | 62                      | 104 958         | 12 251                   | 2 912                           | 478   | 22 252                       | 13 673   | 15 463   |
| 4218303  | General-purpose industrial machinery & equipment whsle . . . . .            | 27                      | 53 462          | 5 532                    | 1 282                           | 194   | 10 452                       | 8 314  | 9 553  |
| 4218305  | Materials handling equipment whsle . . . . .                                | 9                       | 15 249          | 2 796                    | 681                             | 101   | 4 868                        | 1 459  | 1 720  |
| 4218307  | Other industrial machinery & equipment whsle . . . . .                      | 10                      | 21 633          | 1 485                    | 354                             | 67  | 2 871                        | 2 452  | 2 551  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code   | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>AREA OUTSIDE VIRGINIA METROPOLITAN AREAS—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4218   | Machinery, equipment, & supplies whsle—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 42184  | Industrial supplies whsle . . . . .   | 58                      | 73 404          | 7 795                    | 1 827                           | 311   | 15 284                       | 7 793  | 8 477  |
| 421840   | Industrial supplies whsle . . . . .   | 58                      | 73 404          | 7 795                    | 1 827                           | 311   | 15 284                       | 7 793  | 8 477  |
| 4218401  | General-line industrial supplies whsle . . . . .                            | 15                      | 13 759          | 1 236                    | 312                             | 69  | 2 197                        | 925  | 1 219  |
| 4218402  | Mechanical power transmission supplies whsle . . . . .                      | 11                      | 20 305          | 1 899                    | 479                             | 62  | 4 146                        | 2 530  | 3 100  |
| 4218403  | Welding supplies whsle . . . . .  | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218406  | Other industrial supplies whsle . . . . .                                   | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42185  | Service establishment equipment & supplies whsle . . . . .                  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421850   | Service establishment equipment & supplies whsle . . . . .                  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218504  | Other service establishment equipment & supplies whsle . . . . .            | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle . . . . .                                 | 113                     | D               | D                        | D                               | f   | D                            | D  | D  |
| 42191  | Sporting & recreational goods & supplies whsle . . . . .                    | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421910   | Sporting & recreational goods & supplies whsle . . . . .                    | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42192  | Toy & hobby goods & supplies whsle . . . . .                                | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421920   | Toy & hobby goods & supplies whsle . . . . .                                | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193  | Recyclable material whsle . . . . .   | 37                      | 60 713          | 7 109                    | 1 966                           | 357   | 16 056                       | 4 007  | 4 055  |
| 421930   | Recyclable material whsle . . . . .   | 37                      | 60 713          | 7 109                    | 1 966                           | 357   | 16 056                       | 4 007  | 4 055  |
| 4219301  | Iron & steel scrap processors & dealers . . . . .                           | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | 13                      | 40 636          | 3 871                    | 907                             | 174   | 8 489                        | 2 986  | 3 053  |
| 4219303  | Other recyclable material whsle . . . . .                                   | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42199  | Other miscellaneous durable goods whsle . . . . .                           | 47                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421990   | Other miscellaneous durable goods whsle . . . . .                           | 47                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219902  | Forest products (except lumber) whsle . . . . .                             | 18                      | 33 218          | 2 140                    | 526                             | 90  | 5 976                        | 2 937  | 2 423  |
| 4219906  | Other durable goods whsle . . . . .   | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .                                 | 542                     | 3 237 390       | 174 095                  | 41 014                          | 7 550   | 445 205                      | 148 057  | 169 078  |
| 4221   | Paper & paper product whsle . . . . .                                       | 33                      | 287 861         | 13 971                   | 3 266                           | 465   | 70 011                       | 6 191  | 36 092   |
| 42212  | Stationery & office supplies whsle . . . . .                                | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422120   | Stationery & office supplies whsle . . . . .                                | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42213  | Industrial & personal service paper whsle . . . . .                         | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422130   | Industrial & personal service paper whsle . . . . .                         | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4222   | Drugs, & druggists' sundries whsle . . . . .                                | 21                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42221  | Drugs, & druggists' sundries whsle . . . . .                                | 21                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422210   | Drugs, & druggists' sundries whsle . . . . .                                | 21                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4222101  | General-line drugs whsle . . . . .  | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4222102  | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle . . . . .                             | 18                      | 126 541         | 5 713                    | 1 391                           | 221   | 12 336                       | 4 298  | 3 791  |
| 42232  | Men's & boys' clothing & furnishings whsle . . . . .                        | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422320   | Men's & boys' clothing & furnishings whsle . . . . .                        | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . . .                                  | 165                     | 1 327 040       | 63 404                   | 15 276                          | 2 686   | 167 992                      | 49 269   | 44 359   |
| 42241  | General-line grocery whsle . . . . .  | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422410   | General-line grocery whsle . . . . .  | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224103  | Other general-line grocery whsle . . . . .                                  | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42242  | Packaged frozen food whsle . . . . .  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422420   | Packaged frozen food whsle . . . . .  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42243  | Dairy products, (except dried or canned) whsle . . . . .                    | 11                      | 73 511          | 4 386                    | 1 105                           | 261   | 13 016                       | 469  | 349  |
| 422430   | Dairy products, (except dried or canned) whsle . . . . .                    | 11                      | 73 511          | 4 386                    | 1 105                           | 261   | 13 016                       | 469  | 349  |
| 4224302  | Dairy product (except raw milk) whsle . . . . .                             | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42244  | Poultry & poultry product whsle . . . . .                                   | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422440   | Poultry & poultry product whsle . . . . .                                   | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224402  | Poultry & poultry product (except live) whsle . . . . .                     | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42245  | Confectionery whsle . . . . .   | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422450   | Confectionery whsle . . . . .   | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42246  | Fish & seafood whsle . . . . .  | 44                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422460   | Fish & seafood whsle . . . . .  | 44                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42248  | Fresh fruit & vegetable whsle . . . . .                                     | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422480   | Fresh fruit & vegetable whsle . . . . .                                     | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |

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|--|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>AREA OUTSIDE VIRGINIA METROPOLITAN AREAS—Con.</b> |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                  |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods—Con.                                 |                         |                  |                          |                                 |   |                              |  |  |
| 4224   | Grocery & related products whsle—Con.                                  |                         |                  |                          |                                 |   |                              |  |  |
| 42249  | Other grocery & related products whsle .....                           | 41                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle .....                           | 41                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 4224901  | Coffee, tea, & spice whsle .....                                       | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4224902  | Bread & baked goods whsle .....  | 12                      | 7 608            | 1 037                    | 241                             | 44  | 1 801                        | 117  | 124  |
| 4224903  | Soft drinks whsle .....  | 19                      | 135 741          | 15 504                   | 3 755                           | 563   | 30 725                       | 3 198  | 3 286  |
| 4225   | Farm-product raw material whsle .....                                  | 63                      | 365 766          | 8 007                    | 1 772                           | 559   | 16 927                       | 13 976   | 13 140   |
| 42251  | Grain & field bean whsle .....   | 15                      | 104 480          | 3 351                    | 806                             | 128   | 7 510                        | 7 876  | 6 666  |
| 422510   | Grain & field bean whsle .....   | 15                      | 104 480          | 3 351                    | 806                             | 128   | 7 510                        | 7 876  | 6 666  |
| 42252  | Livestock whsle .....  | 23                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422520   | Livestock whsle .....  | 23                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42259  | Other farm product raw material whsle .....                            | 25                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422590   | Other farm product raw material whsle .....                            | 25                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4225902  | Leaf tobacco whsle .....   | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle .....                                 | 32                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle .....                           | 28                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle .....                           | 28                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4226902  | Other chemical & allied products whsle .....                           | 24                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle .....                             | 75                      | 465 606          | 27 633                   | 6 738                           | 1 374   | 61 367                       | 17 715   | 18 393   |
| 42271  | Petroleum bulk stations & terminals .....                              | 62                      | 432 546          | 26 288                   | 6 409                           | 1 299   | 56 820                       | 16 685   | 16 849   |
| 422710   | Petroleum bulk stations & terminals .....                              | 62                      | 432 546          | 26 288                   | 6 409                           | 1 299   | 56 820                       | 16 685   | 16 849   |
| 4227101  | Petroleum bulk stations & terminals (except LP) .....                  | 60                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) .....                              | 58                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 42272  | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 13                      | 33 060           | 1 345                    | 329                             | 75  | 4 547                        | 1 030  | 1 544  |
| 422720   | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 13                      | 33 060           | 1 345                    | 329                             | 75  | 4 547                        | 1 030  | 1 544  |
| 4228   | Beer, wine, & distilled alcoholic beverage whsle .....                 | 23                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42281  | Beer & ale whsle .....   | 21                      | 110 433          | 13 467                   | 2 992                           | 464   | 23 011                       | 6 330  | 6 655  |
| 422810   | Beer & ale whsle .....   | 21                      | 110 433          | 13 467                   | 2 992                           | 464   | 23 011                       | 6 330  | 6 655  |
| 4229   | Miscellaneous nondurable goods whsle .....                             | 112                     | D                | D                        | D                               | f   | D                            | D  | D  |
| 42291  | Farm supplies whsle .....  | 49                      | 140 392          | 11 041                   | 2 494                           | 484   | 23 838                       | 19 056   | 19 581   |
| 422910   | Farm supplies whsle .....  | 49                      | 140 392          | 11 041                   | 2 494                           | 484   | 23 838                       | 19 056   | 19 581   |
| 4229101  | Farm supplies—farm dealers .....                                       | 36                      | 83 602           | 5 660                    | 1 222                           | 275   | 13 692                       | 10 061   | 9 793  |
| 4229102  | Farm supplies—whsle distributors .....                                 | 13                      | 56 790           | 5 381                    | 1 272                           | 209   | 10 146                       | 8 995  | 9 788  |
| 42294  | Tobacco & tobacco product whsle .....                                  | 14                      | 65 447           | 2 932                    | 652                             | 148   | 6 245                        | 5 126  | 5 040  |
| 422940   | Tobacco & tobacco product whsle .....                                  | 14                      | 65 447           | 2 932                    | 652                             | 148   | 6 245                        | 5 126  | 5 040  |
| 42299  | Other miscellaneous nondurable goods whsle .....                       | 29                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422990   | Other miscellaneous nondurable goods whsle .....                       | 29                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229901  | Art goods whsle .....  | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229904  | Other nondurable goods whsle .....                                     | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
|  | <b>Merchant wholesalers .....</b>                                      | <b>1 213</b>            | <b>3 946 385</b> | <b>295 465</b>           | <b>69 794</b>                   | <b>12 157</b>   | <b>650 325</b>               | <b>361 515</b>                                 | <b>383 652</b>                                 |
| 421  | Wholesale trade, durable goods .....                                   | 758                     | 1 674 903        | 159 153                  | 38 314                          | 6 063   | 323 926                      | 228 206  | 258 159  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle .....             | 117                     | D                | D                        | D                               | f   | D                            | D  | D  |
| 42111  | Automobile & other motor vehicle whsle .....                           | 21                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421110   | Automobile & other motor vehicle whsle .....                           | 21                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4211105  | Heavy truck & tractor (over 26,000 lb) whsle .....                     | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112  | Motor vehicle supplies & new parts whsle .....                         | 39                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421120   | Motor vehicle supplies & new parts whsle .....                         | 39                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211201  | Motor vehicle supplies & new parts—warehouse distributors .....        | 18                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4211202  | Motor vehicle supplies & new parts—jobbers .....                       | 19                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114  | Motor vehicle parts, (used) whsle .....                                | 50                      | 17 233           | 3 468                    | 805                             | 205   | 7 692                        | 2 505  | 3 149  |
| 421140   | Motor vehicle parts, (used) whsle .....                                | 50                      | 17 233           | 3 468                    | 805                             | 205   | 7 692                        | 2 505  | 3 149  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code   | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>AREA OUTSIDE VIRGINIA METROPOLITAN AREAS—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                     |  |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods—Con.  |                         |                 |                          |                                 |   |                              |  |  |
| 4212   | Furniture & home furnishings whse . . .                                    | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42121  | Furniture whse . . . . .   | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421210   | Furniture whse . . . . .   | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4212101  | Household & lawn furniture whse . . . . .                                  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122  | Home furnishings whse . . . . .  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421220   | Home furnishings whse . . . . .  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4212203  | Floor coverings whse . . . . .   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whse . . . . .                       | 50                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42131  | Lumber, plywood, millwork, & wood panel whse . . . . .                     | 38                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421310   | Lumber, plywood, millwork, & wood panel whse . . . . .                     | 38                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213101  | Lumber without yard whse . . . . .   | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213102  | Lumber with yard whse . . . . .  | 17                      | 63 250          | 7 111                    | 1 786                           | 252   | 13 190                       | 7 980  | 8 665  |
| 4214   | Professional & commercial equipment & supplies whse . . . . .              | 63                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42142  | Office equipment whse . . . . .  | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421420   | Office equipment whse . . . . .  | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143  | Computer & computer peripheral equipment & software whse . . . . .         | 23                      | 28 127          | 3 994                    | 855                             | 129   | 7 331                        | 1 689  | 1 361  |
| 421430   | Computer & computer peripheral equipment & software whse . . . . .         | 23                      | 28 127          | 3 994                    | 855                             | 129   | 7 331                        | 1 689  | 1 361  |
| 4214301  | Computer & peripheral equipment whse . . . . .                             | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .                     | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42144  | Other commercial equipment whse . . . . .                                  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421440   | Other commercial equipment whse . . . . .                                  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42149  | Other professional equipment & supplies whse . . . . .                     | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421490   | Other professional equipment & supplies whse . . . . .                     | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214902  | Other professional equipment & supplies whse . . . . .                     | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215   | Metal & mineral (except petroleum) whse . . . . .                          | 38                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151  | Metal service centers & offices . . . . .                                  | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421510   | Metal service centers & offices . . . . .                                  | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215101  | Ferrous metal service centers & sales offices . . . . .                    | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151011   | Ferrous metal service centers . . . . .                                    | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42152  | Coal & other mineral & ore whse . . . . .                                  | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421520   | Coal & other mineral & ore whse . . . . .                                  | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215201  | Coal whse . . . . .  | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216   | Electrical goods whse . . . . .  | 43                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42161  | Electrical apparatus & equip, wiring supp, & const material whse . . . . . | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421610   | Electrical apparatus & equip, wiring supp, & const material whse . . . . . | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169  | Other electronic parts & equipment whse . . . . .                          | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690   | Other electronic parts & equipment whse . . . . .                          | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216901  | Communications equipment & supplies whse . . . . .                         | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whse . . . . .         | 46                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42171  | Hardware whse . . . . .  | 24                      | 51 777          | 3 828                    | 745                             | 161   | 9 199                        | 9 214  | 11 888   |
| 421710   | Hardware whse . . . . .  | 24                      | 51 777          | 3 828                    | 745                             | 161   | 9 199                        | 9 214  | 11 888   |
| 42172  | Plumbing & heating equipment & supplies (hydronics) whse . . . . .         | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421720   | Plumbing & heating equipment & supplies (hydronics) whse . . . . .         | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173  | Warm air heating & air-conditioning equipment & supplies whse . . . . .    | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730   | Warm air heating & air-conditioning equipment & supplies whse . . . . .    | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |

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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. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

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|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>AREA OUTSIDE VIRGINIA METROPOLITAN AREAS—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                     |   |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                            | 273                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42181  | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 61                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421810   | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 61                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42182  | Farm & garden machinery & equipment whsle . . . . .                         | 91                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421820   | Farm & garden machinery & equipment whsle . . . . .                         | 91                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218201  | Farm machinery & equipment—farm dealers . . . . .                           | 79                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4218202  | Farm machinery & equipment—whsle distributors . . . . .                     | 12                      | 29 851          | 3 684                    | 803                             | 119   | 5 945                        | 8 079  | 9 263  |
| 42183  | Industrial machinery & equipment whsle . . . . .                            | 55                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421830   | Industrial machinery & equipment whsle . . . . .                            | 55                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218303  | General-purpose industrial machinery & equipment whsle . . . . .            | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218305  | Materials handling equipment whsle . . . . .                                | 9                       | 15 249          | 2 796                    | 681                             | 101   | 4 868                        | 1 459  | 1 720  |
| 4218307  | Other industrial machinery & equipment whsle . . . . .                      | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184  | Industrial supplies whsle . . . . .   | 46                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421840   | Industrial supplies whsle . . . . .   | 46                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218401  | General-line industrial supplies whsle . . . . .                            | 15                      | 13 759          | 1 236                    | 312                             | 69  | 2 197                        | 925  | 1 219  |
| 4218402  | Mechanical power transmission supplies whsle . . . . .                      | 11                      | 20 305          | 1 899                    | 479                             | 62  | 4 146                        | 2 530  | 3 100  |
| 4218406  | Other industrial supplies whsle . . . . .                                   | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42185  | Service establishment equipment & supplies whsle . . . . .                  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421850   | Service establishment equipment & supplies whsle . . . . .                  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218504  | Other service establishment equipment & supplies whsle . . . . .            | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle . . . . .                                 | 102                     | D               | D                        | D                               | f   | D                            | D  | D  |
| 42191  | Sporting & recreational goods & supplies whsle . . . . .                    | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421910   | Sporting & recreational goods & supplies whsle . . . . .                    | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42192  | Toy & hobby goods & supplies whsle . . . . .                                | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421920   | Toy & hobby goods & supplies whsle . . . . .                                | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193  | Recyclable material whsle . . . . .   | 36                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421930   | Recyclable material whsle . . . . .   | 36                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4219301  | Iron & steel scrap processors & dealers . . . . .                           | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | 13                      | 40 636          | 3 871                    | 907                             | 174   | 8 489                        | 2 986  | 3 053  |
| 4219303  | Other recyclable material whsle . . . . .                                   | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42199  | Other miscellaneous durable goods whsle . . . . .                           | 41                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421990   | Other miscellaneous durable goods whsle . . . . .                           | 41                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219902  | Forest products (except lumber) whsle . . . . .                             | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219906  | Other durable goods whsle . . . . .   | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .                                 | 455                     | 2 271 482       | 136 312                  | 31 480                          | 6 094   | 326 399                      | 133 309  | 125 493  |
| 4221   | Paper & paper product whsle . . . . .                                       | 27                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42213  | Industrial & personal service paper whsle . . . . .                         | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422130   | Industrial & personal service paper whsle . . . . .                         | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222   | Drugs, & druggists' sundries whsle . . . . .                                | 19                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42221  | Drugs, & druggists' sundries whsle . . . . .                                | 19                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422210   | Drugs, & druggists' sundries whsle . . . . .                                | 19                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4222101  | General-line drugs whsle . . . . .  | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4222102  | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle . . . . .                             | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |

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|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>AREA OUTSIDE VIRGINIA METROPOLITAN AREAS—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                     |  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4224   | Grocery & related products whsle . . . .                                   | 133                     | 1 079 914       | 45 707                   | 10 893                          | 2 084   | 132 847                      | 46 794   | 41 870   |
| 42241  | General-line grocery whsle . . . . .                                       | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422410   | General-line grocery whsle . . . . .                                       | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224103  | Other general-line grocery whsle . . . . .                                 | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42243  | Dairy products, (except dried or canned) whsle . . . . .                   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422430   | Dairy products, (except dried or canned) whsle . . . . .                   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42244  | Poultry & poultry product whsle . . . . .                                  | 7                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422440   | Poultry & poultry product whsle . . . . .                                  | 7                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224402  | Poultry & poultry product (except live) whsle . . . . .                    | 7                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42246  | Fish & seafood whsle . . . . .   | 44                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422460   | Fish & seafood whsle . . . . .   | 44                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42248  | Fresh fruit & vegetable whsle . . . . .                                    | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422480   | Fresh fruit & vegetable whsle . . . . .                                    | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249  | Other grocery & related products whsle . . . . .                           | 26                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle . . . . .                           | 26                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224901  | Coffee, tea, & spice whsle . . . . .                                       | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224903  | Soft drinks whsle . . . . .  | 8                       | 27 414          | 3 423                    | 818                             | 164   | 8 586                        | 859  | 943  |
| 4225   | Farm-product raw material whsle . . . . .                                  | 38                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42251  | Grain & field bean whsle . . . . .   | 15                      | 104 480         | 3 351                    | 806                             | 128   | 7 510                        | 7 876  | 6 666  |
| 422510   | Grain & field bean whsle . . . . .   | 15                      | 104 480         | 3 351                    | 806                             | 128   | 7 510                        | 7 876  | 6 666  |
| 42259  | Other farm product raw material whsle . . . . .                            | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422590   | Other farm product raw material whsle . . . . .                            | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . . .                                 | 27                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle . . . . .                           | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle . . . . .                           | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226902  | Other chemical & allied products whsle . . . . .                           | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                             | 74                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals . . . . .                              | 61                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals . . . . .                              | 61                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . .                  | 59                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                              | 57                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42272  | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 13                      | 33 060          | 1 345                    | 329                             | 75  | 4 547                        | 1 030  | 1 544  |
| 422720   | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 13                      | 33 060          | 1 345                    | 329                             | 75  | 4 547                        | 1 030  | 1 544  |
| 4228   | Beer, wine, & distilled alcoholic beverage whsle . . . . .                 | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42281  | Beer & ale whsle . . . . .   | 21                      | 110 433         | 13 467                   | 2 992                           | 464   | 23 011                       | 6 330  | 6 655  |
| 422810   | Beer & ale whsle . . . . .   | 21                      | 110 433         | 13 467                   | 2 992                           | 464   | 23 011                       | 6 330  | 6 655  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                             | 97                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42291  | Farm supplies whsle . . . . .  | 41                      | 86 731          | 7 192                    | 1 459                           | 308   | 15 484                       | 10 777   | 11 480   |
| 422910   | Farm supplies whsle . . . . .  | 41                      | 86 731          | 7 192                    | 1 459                           | 308   | 15 484                       | 10 777   | 11 480   |
| 4229101  | Farm supplies—farm dealers . . . . .                                       | 29                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229102  | Farm supplies—whsle distributors . . . . .                                 | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42294  | Tobacco & tobacco product whsle . . . . .                                  | 14                      | 65 447          | 2 932                    | 652                             | 148   | 6 245                        | 5 126  | 5 040  |
| 422940   | Tobacco & tobacco product whsle . . . . .                                  | 14                      | 65 447          | 2 932                    | 652                             | 148   | 6 245                        | 5 126  | 5 040  |
| 42299  | Other miscellaneous nondurable goods whsle . . . . .                       | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422990   | Other miscellaneous nondurable goods whsle . . . . .                       | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229904  | Other nondurable goods whsle . . . . .                                     | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code   | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>AREA OUTSIDE VIRGINIA METROPOLITAN AREAS—Con.</b>         |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>Manufacturers' sales branches and sales offices . . .</b> |   |                         |                  |                          |                                 |   |                              |  |  |
|  |   | <b>63</b>               | <b>1 337 568</b> | <b>91 433</b>            | <b>23 005</b>                   | <b>2 866</b>  | <b>236 954</b>               | <b>47 459</b>                                  | <b>80 035</b>                                  |
| 421  | Wholesale trade, durable goods . . . . .                            | 27                      | 737 692          | 58 960                   | 14 682                          | 1 780   | 127 888                      | 32 740   | 36 481   |
| 4213   | Lumber & other construction materials whsle . . . . .               | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42131  | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421310   | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4213103  | Plywood, veneer, millwork, & wood panel whsle . . . . .             | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4214   | Professional & commercial equipment & supplies whsle . . . . .      | 2                       | D                | D                        | D                               | g   | D                            | D  | D  |
| 42143  | Computer & computer peripheral equipment & software whsle . . . . . | 2                       | D                | D                        | D                               | g   | D                            | D  | D  |
| 421430   | Computer & computer peripheral equipment & software whsle . . . . . | 2                       | D                | D                        | D                               | g   | D                            | D  | D  |
| 4214301  | Computer & peripheral equipment whsle . . . . .                     | 2                       | D                | D                        | D                               | g   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .              | 2                       | D                | D                        | D                               | g   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                    | 15                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .                         | 36                      | 599 876          | 32 473                   | 8 323                           | 1 086   | 109 066                      | 14 719   | 43 554   |
| 4221   | Paper & paper product whsle . . . . .                               | 4                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42213  | Industrial & personal service paper whsle . . . . .                 | 1                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 422130   | Industrial & personal service paper whsle . . . . .                 | 1                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle . . . . .                     | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . . .                          | 20                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42249  | Other grocery & related products whsle . . . . .                    | 12                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle . . . . .                    | 12                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4224903  | Soft drinks whsle . . . . .   | 11                      | 108 327          | 12 081                   | 2 937                           | 399   | 22 139                       | 2 339  | 2 343  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                      | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42291  | Farm supplies whsle . . . . .                                       | 8                       | 53 661           | 3 849                    | 1 035                           | 176   | 8 354                        | 8 279  | 8 101  |
| 422910   | Farm supplies whsle . . . . .                                       | 8                       | 53 661           | 3 849                    | 1 035                           | 176   | 8 354                        | 8 279  | 8 101  |
| 4229101  | Farm supplies—farm dealers . . . . .                                | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b>   |   |                         |                  |                          |                                 |   |                              |  |  |
|  |   | <b>98</b>               | <b>775 134</b>   | <b>14 227</b>            | <b>3 487</b>                    | <b>847</b>  | <b>23 304</b>                | <b>106</b>                                     | <b>113</b>                                     |
| 421  | Wholesale trade, durable goods . . . . .                            | 47                      | 409 102          | 8 917                    | 2 276                           | 477   | 13 564                       | 77   | 82   |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 5                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42111  | Automobile & other motor vehicle whsle . . . . .                    | 2                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 421110   | Automobile & other motor vehicle whsle . . . . .                    | 2                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4212   | Furniture & home furnishings whsle . . . . .                        | 8                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42121  | Furniture whsle . . . . .   | 7                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421210   | Furniture whsle . . . . .   | 7                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4212102  | Office & business furniture whsle . . . . .                         | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4215   | Metal & mineral (except petroleum) whsle . . . . .                  | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                    | 12                      | D                | D                        | D                               | a   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle . . . . .                         | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .                         | 51                      | 366 032          | 5 310                    | 1 211                           | 370   | 9 740                        | 29   | 31   |
| 4224   | Grocery & related products whsle . . . . .                          | 12                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4225   | Farm-product raw material whsle . . . . .                           | 25                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42252  | Livestock whsle . . . . .   | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422520   | Livestock whsle . . . . .   | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42259  | Other farm product raw material whsle . . . . .                     | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422590   | Other farm product raw material whsle . . . . .                     | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4225902  | Leaf tobacco whsle . . . . .  | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                      | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals . . . . .                       | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals . . . . .                       | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                      | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42299  | Other miscellaneous nondurable goods whsle . . . . .                | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422990   | Other miscellaneous nondurable goods whsle . . . . .                | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4229901  | Art goods whsle . . . . .   | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |



**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code                     | Geographic area and kind of business                            | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|--------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>CHARLOTTESVILLE, VA MSA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                             | <b>Wholesale trade .....</b>                                    | <b>6.0</b>                               | <b>3.4</b>             | <b>11.1</b>                              | <b>6.5</b>             | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                            | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4211                           | Motor vehicle & motor vehicle parts & supplies                  |  |                        |  |                        |   |                        |   |                        |
| 42114                          | whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114                          | Motor vehicle parts, (used) whsle .....                         | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421140                         | Motor vehicle parts, (used) whsle .....                         | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4212                           | Furniture & home furnishings whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42122                          | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421220                         | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                           | Lumber & other construction materials whsle ....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                           | Professional & commercial equipment & supplies                  |  |                        |  |                        |   |                        |   |                        |
| 42143                          | whsle .....   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 421430                         | Computer & computer peripheral equipment & software whsle ..... | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4214301                        | Computer & computer peripheral equipment & software whsle ..... | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42143012                       | Computer & peripheral equipment whsle ..                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143012                       | Computers & peripheral equipment for end use .....              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4215                           | Metal & mineral (except petroleum) whsle .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42151                          | Metal service centers & offices .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421510                         | Metal service centers & offices .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4215101                        | Ferrous metal service centers & sales                           |  |                        |  |                        |   |                        |   |                        |
| 42151011                       | offices .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42151011                       | Ferrous metal service centers .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216                           | Electrical goods whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169                          | Other electronic parts & equipment whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421690                         | Other electronic parts & equipment whsle ....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4217                           | Hardware, & plumbing & heating equipment & supplies whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42172                          | Plumbing & heating equipment & supplies (hydronics) whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421720                         | Plumbing & heating equipment & supplies (hydronics) whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                           | Machinery, equipment, & supplies whsle .....                    | .7                                       | .3                     | D  | D                      | —   | —                      | —   | —                      |
| 42184                          | Industrial supplies whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421840                         | Industrial supplies whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42185                          | Service establishment equipment & supplies whsle .....          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850                         | Service establishment equipment & supplies whsle .....          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218502                        | Custodial, janitors' equipment & supplies whsle .....           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                           | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199                          | Other miscellaneous durable goods whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990                         | Other miscellaneous durable goods whsle ...                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4224                           | Grocery & related products whsle .....                          | 16.0                                     | 1.5                    | D  | D                      | —   | —                      | D   | D                      |
| 42243                          | Dairy products, (except dried or canned) whsle .....            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422430                         | Dairy products, (except dried or canned) whsle .....            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224302                        | Dairy product (except raw milk) whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249                          | Other grocery & related products whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490                         | Other grocery & related products whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224903                        | Soft drinks whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                           | Petroleum & petroleum products whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                          | Petroleum bulk stations & terminals .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710                         | Petroleum bulk stations & terminals .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101                        | Petroleum bulk stations & terminals (except LP) .....           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42271011                       | Petroleum bulk stations (except LP) ....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228                           | Beer, wine, & distilled alcoholic beverage whsle ..             | —  | 17.4                   | —  | —                      | —   | —                      | —   | —                      |
| 42281                          | Beer & ale whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810                         | Beer & ale whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                           | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code   | Geographic area and kind of business                                | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|--|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|  |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>DANVILLE, VA MSA</b>                              |   |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....   | D  | D                      | 6.1                                      | 2.8                    | D   | D                      | D   | D                      |
| 421  | Wholesale trade, durable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211   | Motor vehicle & motor vehicle parts & supplies<br>whsle .....       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214   | Professional & commercial equipment & supplies<br>whsle .....       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218   | Machinery, equipment, & supplies whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182  | Farm & garden machinery & equipment whsle ..                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820   | Farm & garden machinery & equipment<br>whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218201  | Farm machinery & equipment—farm<br>dealers .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183  | Industrial machinery & equipment whsle .....                        | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421830   | Industrial machinery & equipment whsle .....                        | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4219   | Miscellaneous durable goods whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199  | Other miscellaneous durable goods whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990   | Other miscellaneous durable goods whsle ...                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422  | Wholesale trade, nondurable goods .....                             | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4223   | Apparel, piece goods, & notions whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42231  | Piece goods, notions, & other dry goods whsle .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422310   | Piece goods, notions, & other dry goods<br>whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223102  | Notions & other dry goods whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224   | Grocery & related products whsle .....                              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42249  | Other grocery & related products whsle .....                        | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422490   | Other grocery & related products whsle .....                        | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4224903  | Soft drinks whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4225   | Farm-product raw material whsle .....                               | —  | —                      | —  | —                      | —   | —                      | D   | D                      |
| 42259  | Other farm product raw material whsle .....                         | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422590   | Other farm product raw material whsle .....                         | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4225902  | Leaf tobacco whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4227   | Petroleum & petroleum products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271  | Petroleum bulk stations & terminals .....                           | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422710   | Petroleum bulk stations & terminals .....                           | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4227101  | Petroleum bulk stations & terminals<br>(except LP) .....            | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                           | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4228   | Beer, wine, & distilled alcoholic beverage whsle ..                 | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42281  | Beer & ale whsle .....  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422810   | Beer & ale whsle .....  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| <b>JOHNSON CITY-KINGSPORT-BRISTOL,<br/>TN-VA MSA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....   | 2.4                                      | 1.7                    | 3.2                                      | 2.1                    | —   | .4                     | .1  | .3                     |
| 421  | Wholesale trade, durable goods .....                                | 6.7                                      | 3.5                    | 9.9                                      | 4.7                    | —   | 1.6                    | —   | .6                     |
| 4211   | Motor vehicle & motor vehicle parts & supplies<br>whsle .....       | 15.8                                     | 2.6                    | 24.3                                     | 3.9                    | —   | —                      | D   | D                      |
| 42111  | Automobile & other motor vehicle whsle .....                        | 19.6                                     | —                      | D  | D                      | —   | —                      | D   | D                      |
| 421110   | Automobile & other motor vehicle whsle .....                        | 19.6                                     | —                      | D  | D                      | —   | —                      | D   | D                      |
| 4211101  | Automobile & motorcycle whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4211105  | Heavy truck & tractor (over 26,000 lb)<br>whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112  | Motor vehicle supplies & new parts whsle .....                      | D  | D                      | 11.9                                     | 7.0                    | —   | —                      | —   | —                      |
| 421120   | Motor vehicle supplies & new parts whsle ...                        | D  | D                      | 11.9                                     | 7.0                    | —   | —                      | —   | —                      |
| 4211201  | Motor vehicle supplies & new parts—<br>warehouse distributors ..... | 11.1                                     | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42113  | Tire & tube whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421130   | Tire & tube whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42114  | Motor vehicle parts, (used) whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140   | Motor vehicle parts, (used) whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212   | Furniture & home furnishings whsle .....                            | 27.8                                     | 1.2                    | D  | D                      | —   | —                      | —   | —                      |
| 4213   | Lumber & other construction materials whsle ....                    | 7.1                                      | .7                     | D  | D                      | —   | —                      | —   | —                      |
| 42131  | Lumber, plywood, millwork, & wood panel<br>whsle .....              | 7.7                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421310   | Lumber, plywood, millwork, & wood panel<br>whsle .....              | 7.7                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4213102  | Lumber with yard whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213103  | Plywood, veneer, millwork, & wood panel<br>whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42132  | Brick, stone, & related construction materials<br>whsle .....       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421320   | Brick, stone, & related construction materials<br>whsle .....       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213203  | Cement, lime, & related products whsle ...                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business  | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>JOHNSON CITY—KINGSPORT—BRISTOL, TN—VA MSA—Con.</b>                       |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 5.7                                      | 7.8                    | D  | D                      | D   | D                      | D   | D                      |
| 42142      | Office equipment whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421420     | Office equipment whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42144      | Other commercial equipment whsle . . . . .                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421440     | Other commercial equipment whsle . . . . .                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214401    | Restaurant & hotel equipment & supplies whsle . . . . .                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 14.0                                     | 5.1                    | 14.0                                     | 5.1                    | —   | —                      | —   | —                      |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 14.0                                     | 5.1                    | 14.0                                     | 5.1                    | —   | —                      | —   | —                      |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | —  | —                      | D  | D                      | —   | —                      | D   | D                      |
| 42151      | Metal service centers & offices . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510     | Metal service centers & offices . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151011   | Ferrous metal service centers . . . . .                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4215201    | Coal whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4216       | Electrical goods whsle . . . . .  | 1.0                                      | 11.6                   | 1.5                                      | 10.7                   | —   | —                      | —   | —                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 2.2                                      | 6.5                    | D  | D                      | —   | —                      | D   | D                      |
| 42171      | Hardware whsle . . . . .  | 3.1                                      | 2.3                    | D  | D                      | —   | —                      | D   | D                      |
| 421710     | Hardware whsle . . . . .  | 3.1                                      | 2.3                    | D  | D                      | —   | —                      | D   | D                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 1.8                                      | .6                     | 2.2                                      | .7                     | —   | —                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | 1.5                                      | —                      | 1.5                                      | —                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | 1.5                                      | —                      | 1.5                                      | —                      | —   | —                      | —   | —                      |
| 4218201    | Farm machinery & equipment—farm dealers . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 1.8                                      | 1.6                    | 1.9                                      | 1.7                    | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 1.8                                      | 1.6                    | 1.9                                      | 1.7                    | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle . . . . .                                | 4.3                                      | 6.6                    | 4.3                                      | 6.6                    | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .   | 1.2                                      | .4                     | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .   | 1.2                                      | .4                     | D  | D                      | —   | —                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                      | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218403    | Welding supplies whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218406    | Other industrial supplies whsle . . . . .                                   | 2.9                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle . . . . .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | 29.4                                     | 9.9                    | 29.4                                     | 9.9                    | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle . . . . .   | 1.2                                      | 2.3                    | 1.2                                      | 2.3                    | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle . . . . .   | 1.2                                      | 2.3                    | 1.2                                      | 2.3                    | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>JOHNSON CITY—KINGSPORT—BRISTOL, TN—VA MSA—Con.</b>                   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods .....                                 | .5                                       | .8                     | .6                                       | 1.1                    | —   | —                      | .1  | —                      |
| 4221       | Paper & paper product whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222       | Drugs, & druggists' sundries whsle .....                                | .2                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42221      | Drugs, & druggists' sundries whsle .....                                | .2                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422210     | General-line drugs whsle .....  | .2                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4222101    | General-line drugs whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                                  | .3                                       | .5                     | .4                                       | .6                     | —   | —                      | —   | —                      |
| 42241      | General-line grocery whsle .....  | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whsle .....  | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4224102    | General-line grocery whsle, retail cooperative .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42243      | Dairy products, (except dried or canned) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422430     | Dairy products, (except dried or canned) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224301    | Raw milk whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224302    | Dairy product (except raw milk) whsle .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42247      | Meat & meat product whsle .....   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422470     | Meat & meat product whsle .....   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                            | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....                            | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4224903    | Soft drinks whsle .....   | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4225       | Farm-product raw material whsle .....                                   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42252      | Livestock whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422520     | Livestock whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42259      | Other farm product raw material whsle .....                             | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422590     | Other farm product raw material whsle .....                             | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4225902    | Leaf tobacco whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whsle .....                                  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42269      | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422690     | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                              | .1                                       | 1.3                    | D  | D                      | —   | —                      | D   | D                      |
| 42271      | Petroleum bulk stations & terminals .....                               | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                               | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..                     | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle .....  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42291      | Farm supplies whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42292      | Book, periodical, & newspaper whsle .....                               | 4.6                                      | 1.7                    | D  | D                      | —   | —                      | —   | —                      |
| 422920     | Book, periodical, & newspaper whsle .....                               | 4.6                                      | 1.7                    | D  | D                      | —   | —                      | —   | —                      |
| 42293      | Flower, nursery stock, & florists' supplies whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422930     | Flower, nursery stock, & florists' supplies whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle .....                                   | .8                                       | 2.6                    | .8                                       | 2.6                    | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle .....                                   | .8                                       | 2.6                    | .8                                       | 2.6                    | —   | —                      | —   | —                      |
|            | <b>LYNCHBURG, VA MSA</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>2.4</b>                               | <b>5.1</b>             | <b>3.4</b>                               | <b>7.4</b>             | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>LYNCHBURG, VA MSA—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods .....                                    | 3.0                                      | 13.1                   | D  | D                      | —   | —                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111      | Automobile & other motor vehicle whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421110     | Automobile & other motor vehicle whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211102    | Bus & recreational vehicle whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114      | Motor vehicle parts, (used) whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140     | Motor vehicle parts, (used) whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42121      | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421210     | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215       | Metal & mineral (except petroleum) whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151      | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510     | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215101    | Ferrous metal service centers & sales offices .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151011   | Ferrous metal service centers .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216       | Electrical goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle .....                          | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421690     | Other electronic parts & equipment whsle .....                          | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4216902    | Electronic parts (excluding communications equipment) whsle .....       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42171      | Hardware whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421710     | Hardware whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                            | 1.4                                      | 6.3                    | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218201    | Farm machinery & equipment—farm dealers .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle .....                            | .2                                       | 5.8                    | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle .....                            | .2                                       | 5.8                    | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle .....                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle .....   | .7                                       | 14.9                   | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle .....   | .7                                       | 14.9                   | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                 | 2.2                                      | 2.7                    | D  | D                      | D   | D                      | D   | D                      |
| 4221       | Paper & paper product whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222       | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42221      | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422210     | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222101    | General-line drugs whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle .....                             | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42234      | Footwear whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422340     | Footwear whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4224       | Grocery & related products whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225       | Farm-product raw material whsle .....                                   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                              | 2.7                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                               | .9                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                               | .9                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                   | .9                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..                     | —  | 31.1                   | —  | —                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle .....  | —  | 31.1                   | —  | —                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....  | —  | 31.1                   | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>LYNCHBURG, VA MSA—Con.</b>                                   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                     |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                          |  |                        |  |                        |   |                        |   |                        |
| 4229       | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422990     | Other miscellaneous nondurable goods whsle .....                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>NORFOLK—VIRGINIA BEACH—NEWPORT NEWS, VA—NC MSA</b>           |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                                    | <b>1.7</b>                               | <b>3.9</b>             | <b>2.5</b>                               | <b>4.0</b>             | <b>—</b>  | <b>5.7</b>             | <b>.1</b>   | <b>.7</b>              |
| 421        | Wholesale trade, durable goods .....                            | 2.8                                      | 5.5                    | D  | D                      | D   | D                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....      | 5.3                                      | 6.1                    | D  | D                      | D   | D                      | D   | D                      |
| 42111      | Automobile & other motor vehicle whsle .....                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421110     | Automobile & other motor vehicle whsle .....                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4211101    | Automobile & motorcycle whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211104    | Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112      | Motor vehicle supplies & new parts whsle .....                  | 3.7                                      | 2.0                    | D  | D                      | —   | —                      | —   | —                      |
| 421120     | Motor vehicle supplies & new parts whsle .....                  | 3.7                                      | 2.0                    | D  | D                      | —   | —                      | —   | —                      |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211202    | Motor vehicle supplies & new parts—jobbers .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42113      | Tire & tube whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421130     | Tire & tube whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114      | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140     | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle .....                        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42121      | Furniture whsle .....   | 11.8                                     | 1.7                    | D  | D                      | —   | —                      | —   | D                      |
| 421210     | Furniture whsle .....   | 11.8                                     | 1.7                    | D  | D                      | —   | —                      | D   | D                      |
| 4212101    | Household & lawn furniture whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | D                      |
| 4212102    | Office & business furniture whsle .....                         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42122      | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421220     | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212202    | Linens, domestics, draperies, & curtains whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212203    | Floor coverings whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle ....                | 1.3                                      | 1.8                    | D  | D                      | D   | D                      | —   | —                      |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....             | .2                                       | .1                     | D  | D                      | D   | D                      | —   | —                      |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....             | .2                                       | .1                     | D  | D                      | D   | D                      | —   | —                      |
| 4213101    | Lumber without yard whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213102    | Lumber with yard whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle .....             | .4                                       | .2                     | D  | D                      | —   | —                      | —   | —                      |
| 42132      | Brick, stone, & related construction materials whsle .....      | 5.5                                      | 3.3                    | D  | D                      | D   | D                      | —   | —                      |
| 421320     | Brick, stone, & related construction materials whsle .....      | 5.5                                      | 3.3                    | D  | D                      | D   | D                      | —   | —                      |
| 4213202    | Sand, gravel, & stone whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213203    | Cement, lime, & related products whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42133      | Roofing, siding, & insulation material whsle ....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421330     | Roofing, siding, & insulation material whsle ..                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213301    | Roofing, siding, & insulation material whsle .....              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42139      | Other construction materials whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421390     | Other construction materials whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213901    | Flat glass & other construction glass whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle .....      | 3.3                                      | 10.4                   | 5.0                                      | 15.3                   | —   | .8                     | —   | 10.3                   |
| 42142      | Office equipment whsle .....                                    | 2.1                                      | 10.8                   | D  | D                      | D   | D                      | —   | —                      |
| 421420     | Office equipment whsle .....                                    | 2.1                                      | 10.8                   | D  | D                      | D   | D                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whsle ..... | 2.5                                      | 13.5                   | D  | D                      | D   | D                      | —   | —                      |
| 421430     | Computer & computer peripheral equipment & software whsle ..... | 2.5                                      | 13.5                   | D  | D                      | D   | D                      | —   | —                      |
| 4214301    | Computer & peripheral equipment whsle ..                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143011   | Computers & peripheral equipment for resale .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use .....              | 2.7                                      | 11.5                   | D  | D                      | —   | —                      | —   | —                      |
| 42144      | Other commercial equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421440     | Other commercial equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214401    | Restaurant & hotel equipment & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214402    | Store machines & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA—Con.</b>              |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                                     |  |                        |  |                        |   |                        |   |                        |
| 4214       | Professional & commercial equipment & supplies whsle—Con.               |  |                        |  |                        |   |                        |   |                        |
| 42145      | Medical, dental, & hospital equipment & supplies whsle .....            | 9.2                                      | 10.8                   | D  | D                      | —   | —                      | —   | —                      |
| 421450     | Medical, dental, & hospital equipment & supplies whsle .....            | 9.2                                      | 10.8                   | D  | D                      | —   | —                      | —   | —                      |
| 4214501    | Surgical, medical, & hospital supplies whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42146      | Ophthalmic goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421460     | Ophthalmic goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42149      | Other professional equipment & supplies whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421490     | Other professional equipment & supplies whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214902    | Other professional equipment & supplies whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4215       | Metal & mineral (except petroleum) whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151      | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510     | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215101    | Ferrous metal service centers & sales offices .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151011   | Ferrous metal service centers .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215102    | Nonferrous metal service centers & sales offices .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151021   | Nonferrous metal service centers .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216       | Electrical goods whsle .....  | 2.7                                      | 2.2                    | 4.0                                      | 2.7                    | D   | D                      | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 4.4                                      | 1.0                    | D  | D                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 4.4                                      | 1.0                    | D  | D                      | —   | —                      | —   | —                      |
| 42162      | Electrical appliance, television & radio set whsle .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421620     | Electrical appliance, television & radio set whsle .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421690     | Other electronic parts & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4216901    | Communications equipment & supplies whsle .....                         | 2.3                                      | 5.6                    | D  | D                      | —   | —                      | —   | —                      |
| 4216902    | Electronic parts (excluding communications equipment) whsle .....       | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....         | .9                                       | 11.0                   | D  | D                      | —   | —                      | D   | D                      |
| 42171      | Hardware whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421710     | Hardware whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle .....         | .5                                       | 6.0                    | D  | D                      | —   | —                      | D   | D                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle .....         | .5                                       | 6.0                    | D  | D                      | —   | —                      | D   | D                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle .....    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42174      | Refrigeration equipment & supplies whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421740     | Refrigeration equipment & supplies whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                            | 3.2                                      | 4.8                    | D  | D                      | D   | D                      | D   | D                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle .....  | 2.5                                      | 2.8                    | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle .....  | 2.5                                      | 2.8                    | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle .....                         | 4.2                                      | .2                     | 4.2                                      | .2                     | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle .....                         | 4.2                                      | .2                     | 4.2                                      | .2                     | —   | —                      | —   | —                      |
| 4218202    | Farm machinery & equipment—whsle distributors .....                     | 2.0                                      | —                      | 2.0                                      | —                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle .....                            | 3.0                                      | 5.5                    | D  | D                      | —   | —                      | D   | D                      |
| 421830     | Industrial machinery & equipment whsle .....                            | 3.0                                      | 5.5                    | D  | D                      | —   | —                      | D   | D                      |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....   | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42183021   | Hydraulic & pneumatic pumps & motors whsle .....                        | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle .....            | 1.5                                      | 1.4                    | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle .....                                | .6                                       | 10.2                   | .6                                       | 9.3                    | —   | —                      | —   | —                      |
| 4218307    | Other industrial machinery & equipment whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

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| NAICS code | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA—Con.</b>              |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                                     |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle—Con.                             |  |                        |  |                        |   |                        |   |                        |
| 42184      | Industrial supplies whsle .....   | 1.6                                      | 2.4                    | D  | D                      | D   | D                      | —   | —                      |
| 421840     | Industrial supplies whsle .....   | 1.6                                      | 2.4                    | D  | D                      | D   | D                      | —   | —                      |
| 4218401    | General-line industrial supplies whsle .....                            | .3                                       | 13.5                   | .3                                       | 13.5                   | —   | —                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle .....                      | —  | .7                     | D  | D                      | —   | —                      | —   | —                      |
| 4218403    | Welding supplies whsle .....  | .6                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218405    | Industrial valves & fittings (except fluid-power) whsle .....           | 3.9                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218406    | Other industrial supplies whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218501    | Beauty & barber shop equipment & supplies whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218502    | Custodial, janitors' equipment & supplies whsle .....                   | 5.8                                      | —                      | 5.8                                      | —                      | —   | —                      | —   | —                      |
| 4218504    | Other service establishment equipment & supplies whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle .....     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle .....     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218602    | Marine machinery, equipment, & supplies whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42191      | Sporting & recreational goods & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421910     | Sporting & recreational goods & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42192      | Toy & hobby goods & supplies whsle .....                                | 2.6                                      | —                      | 2.6                                      | —                      | —   | —                      | —   | —                      |
| 421920     | Toy & hobby goods & supplies whsle .....                                | 2.6                                      | —                      | 2.6                                      | —                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle .....   | .1                                       | 8.2                    | .1                                       | 8.2                    | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle .....   | .1                                       | 8.2                    | .1                                       | 8.2                    | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193011   | Iron & steel scrap processors (using power processing equipment) .....  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4219302    | Recyclable paper & paperboard whsle .....                               | —  | 26.4                   | —  | 26.4                   | —   | —                      | —   | —                      |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | 2.1                                      | 5.2                    | —  | —                      | —   | —                      | —   | —                      |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | 2.1                                      | 5.2                    | —  | —                      | —   | —                      | —   | —                      |
| 4219401    | Jewelry, watch, diamonds, precious stone, & silverware whsle .....      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219903    | General merchandise (durable goods) whsle .....                         | 3.6                                      | —                      | 3.6                                      | —                      | —   | —                      | —   | —                      |
| 4219904    | Prerecorded media whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                 | .9                                       | 2.8                    | D  | D                      | D   | D                      | D   | D                      |
| 4221       | Paper & paper product whsle .....                                       | 6.0                                      | 1.5                    | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....                                | 1.5                                      | 1.6                    | D  | D                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle .....                                | 1.5                                      | 1.6                    | D  | D                      | —   | —                      | —   | —                      |
| 42213      | Industrial & personal service paper whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422130     | Industrial & personal service paper whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222       | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42221      | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422210     | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle .....                             | 2.3                                      | 2.5                    | D  | D                      | —   | —                      | —   | 6.0                    |
| 42232      | Men's & boys' clothing & furnishings whsle .....                        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422320     | Men's & boys' clothing & furnishings whsle .....                        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42233      | Women's, children's, & infants' clothing & accessories whsle .....      | 5.3                                      | .6                     | 36.0                                     | 3.9                    | —   | —                      | —   | —                      |
| 422330     | Women's, children's, & infants' clothing & accessories whsle .....      | 5.3                                      | .6                     | 36.0                                     | 3.9                    | —   | —                      | —   | —                      |

See footnotes at end of table.



**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

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|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA-NC MSA—Con.</b>                 |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                                     |  |                        |  |                        |   |                        |   |                        |
| 4224       | Grocery & related products whsle . . . . .                                 | .6                                       | 1.5                    | 1.0                                      | 2.4                    | —   | .4                     | .1  | .2                     |
| 42241      | General-line grocery whsle . . . . .                                       | 2.2                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whsle . . . . .                                       | 2.2                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42242      | Packaged frozen food whsle . . . . .                                       | .3                                       | 1.4                    | D  | —                      | —   | —                      | D   | D                      |
| 422420     | Packaged frozen food whsle . . . . .                                       | .3                                       | 1.4                    | D  | D                      | —   | —                      | D   | D                      |
| 42244      | Poultry & poultry product whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422440     | Poultry & poultry product whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42245      | Confectionery whsle . . . . .  | —  | .3                     | D  | D                      | D   | D                      | —   | —                      |
| 422450     | Confectionery whsle . . . . .  | —  | .3                     | D  | D                      | D   | D                      | —   | —                      |
| 42246      | Fish & seafood whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422460     | Fish & seafood whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42247      | Meat & meat product whsle . . . . .  | .8                                       | 20.6                   | D  | D                      | —   | —                      | —   | —                      |
| 422470     | Meat & meat product whsle . . . . .  | .8                                       | 20.6                   | D  | D                      | —   | —                      | —   | —                      |
| 42248      | Fresh fruit & vegetable whsle . . . . .                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422480     | Fresh fruit & vegetable whsle . . . . .                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle . . . . .                           | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 422490     | Other grocery & related products whsle . . . . .                           | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4224902    | Bread & baked goods whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whsle . . . . .  | D  | —                      | —  | —                      | D   | D                      | —   | —                      |
| 4224904    | Canned goods whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224905    | Food & beverage basic materials whsle . . . . .                            | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4224906    | Other grocery specialties whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225       | Farm-product raw material whsle . . . . .                                  | 1.1                                      | .4                     | D  | D                      | —   | —                      | D   | D                      |
| 42251      | Grain & field bean whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422510     | Grain & field bean whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42259      | Other farm product raw material whsle . . . . .                            | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422590     | Other farm product raw material whsle . . . . .                            | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4225905    | Other farm-product raw material whsle . . . . .                            | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whsle . . . . .                                 | .8                                       | 3.9                    | D  | D                      | —   | —                      | —   | —                      |
| 42261      | Plastics materials & basic forms & shapes whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422610     | Plastics materials & basic forms & shapes whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle . . . . .                             | —  | 11.1                   | D  | D                      | D   | D                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals . . . . .                              | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals . . . . .                              | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271012   | Petroleum bulk terminals (except LP) . . . . .                             | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | —  | 64.8                   | D  | D                      | —   | —                      | —   | —                      |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | —  | 64.8                   | D  | D                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle . . . . .   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle . . . . .   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42282      | Wine & distilled alcoholic beverage whsle . . . . .                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422820     | Wine & distilled alcoholic beverage whsle . . . . .                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle . . . . .        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                             | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42291      | Farm supplies whsle . . . . .  | 2.0                                      | 1.2                    | 2.3                                      | 1.4                    | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle . . . . .  | 2.0                                      | 1.2                    | 2.3                                      | 1.4                    | —   | —                      | —   | —                      |
| 4229101    | Farm supplies—farm dealers . . . . .                                       | 23.0                                     | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4229102    | Farm supplies—whsle distributors . . . . .                                 | —  | 1.3                    | D  | D                      | —   | —                      | —   | —                      |
| 42292      | Book, periodical, & newspaper whsle . . . . .                              | 1.0                                      | 7.1                    | D  | D                      | —   | —                      | —   | —                      |
| 422920     | Book, periodical, & newspaper whsle . . . . .                              | 1.0                                      | 7.1                    | D  | D                      | —   | —                      | —   | —                      |
| 42293      | Flower, nursery stock, & florists' supplies whsle . . . . .                | .6                                       | —                      | D  | D                      | —   | —                      | D   | D                      |
| 422930     | Flower, nursery stock, & florists' supplies whsle . . . . .                | .6                                       | —                      | D  | D                      | —   | —                      | D   | D                      |
| 42294      | Tobacco & tobacco product whsle . . . . .                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle . . . . .                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229901    | Art goods whsle . . . . .  | 13.4                                     | —                      | 13.4                                     | —                      | —   | —                      | —   | —                      |
| 4229904    | Other nondurable goods whsle . . . . .                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|------------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                    |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>RICHMOND-PETERSBURG, VA MSA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                                 | Wholesale trade .....   | 1.4                                      | 2.1                    | 2.5                                      | 3.1                    | —   | 1.3                    | —   | .1                     |
| 421                                | Wholesale trade, durable goods .....                            | 2.2                                      | 3.4                    | 3.8                                      | 5.4                    | —   | .7                     | .1  | .2                     |
| 4211                               | Motor vehicle & motor vehicle parts & supplies whsle .....      | 3.0                                      | 1.9                    | 3.4                                      | 2.2                    | D   | D                      | D   | D                      |
| 42111                              | Automobile & other motor vehicle whsle .....                    | 4.2                                      | .9                     | 5.0                                      | 1.1                    | D   | D                      | D   | D                      |
| 421110                             | Automobile & other motor vehicle whsle .....                    | 4.2                                      | .9                     | 5.0                                      | 1.1                    | D   | D                      | D   | D                      |
| 4211101                            | Automobile & motorcycle whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211103                            | Light truck & van (14,000 lb or less) whsle ..                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211105                            | Heavy truck & tractor (over 26,000 lb) whsle ..                 | 1.9                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42112                              | Motor vehicle supplies & new parts whsle .....                  | .5                                       | 4.0                    | D  | D                      | —   | —                      | —   | —                      |
| 421120                             | Motor vehicle supplies & new parts whsle ...                    | .5                                       | 4.0                    | D  | D                      | —   | —                      | —   | —                      |
| 4211201                            | Motor vehicle supplies & new parts—warehouse distributors ..... | D  | D                      | .2                                       | 10.1                   | —   | —                      | —   | —                      |
| 4211202                            | Motor vehicle supplies & new parts—jobbers .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42113                              | Tire & tube whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421130                             | Tire & tube whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114                              | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                             | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                               | Furniture & home furnishings whsle .....                        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42121                              | Furniture whsle .....   | 8.3                                      | 4.7                    | D  | D                      | —   | —                      | D   | D                      |
| 421210                             | Furniture whsle .....   | 8.3                                      | 4.7                    | D  | D                      | —   | —                      | D   | D                      |
| 4212101                            | Household & lawn furniture whsle .....                          | 29.9                                     | 1.2                    | D  | D                      | —   | —                      | D   | D                      |
| 4212102                            | Office & business furniture whsle .....                         | .6                                       | 6.0                    | D  | D                      | —   | —                      | —   | —                      |
| 42122                              | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421220                             | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212202                            | Linens, domestics, draperies, & curtains whsle .....            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4212203                            | Floor coverings whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                               | Lumber & other construction materials whsle ....                | 3.1                                      | 4.8                    | D  | D                      | D   | D                      | D   | D                      |
| 42131                              | Lumber, plywood, millwork, & wood panel whsle .....             | 2.7                                      | 2.9                    | D  | D                      | D   | D                      | —   | —                      |
| 421310                             | Lumber, plywood, millwork, & wood panel whsle .....             | 2.7                                      | 2.9                    | D  | D                      | D   | D                      | —   | —                      |
| 4213101                            | Lumber without yard whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213103                            | Plywood, veneer, millwork, & wood panel whsle .....             | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42132                              | Brick, stone, & related construction materials whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421320                             | Brick, stone, & related construction materials whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42133                              | Roofing, siding, & insulation material whsle ....               | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421330                             | Roofing, siding, & insulation material whsle ..                 | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4213301                            | Roofing, siding, & insulation material whsle .....              | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42139                              | Other construction materials whsle .....                        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421390                             | Other construction materials whsle .....                        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4213901                            | Flat glass & other construction glass whsle .....               | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4213902                            | Other construction materials whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                               | Professional & commercial equipment & supplies whsle .....      | 3.1                                      | 3.0                    | 6.0                                      | 5.7                    | —   | .3                     | .1  | —                      |
| 42141                              | Photographic equipment & supplies whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421410                             | Photographic equipment & supplies whsle ...                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42142                              | Office equipment whsle .....                                    | 1.8                                      | 3.8                    | D  | D                      | D   | D                      | —   | —                      |
| 421420                             | Office equipment whsle .....                                    | 1.8                                      | 3.8                    | D  | D                      | D   | D                      | —   | —                      |
| 42143                              | Computer & computer peripheral equipment & software whsle ..... | 5.1                                      | 2.9                    | D  | D                      | —   | .5                     | D   | D                      |
| 421430                             | Computer & computer peripheral equipment & software whsle ..... | 5.1                                      | 2.9                    | D  | D                      | —   | .5                     | D   | D                      |
| 4214301                            | Computer & peripheral equipment whsle ..                        | D  | D                      | D  | D                      | —   | .5                     | D   | D                      |
| 42143011                           | Computers & peripheral equipment for resale .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143012                           | Computers & peripheral equipment for end use .....              | 1.1                                      | 2.9                    | D  | D                      | D   | D                      | —   | —                      |
| 4214302                            | Computer software (packaged) whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42144                              | Other commercial equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421440                             | Other commercial equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214401                            | Restaurant & hotel equipment & supplies whsle .....             | 22.6                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4214402                            | Store machines & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42145                              | Medical, dental, & hospital equipment & supplies whsle .....    | .3                                       | 3.2                    | .5                                       | 5.5                    | D   | D                      | D   | D                      |
| 421450                             | Medical, dental, & hospital equipment & supplies whsle .....    | .3                                       | 3.2                    | .5                                       | 5.5                    | D   | D                      | D   | D                      |
| 4214501                            | Surgical, medical, & hospital supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4214502                            | Dental equipment & supplies whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42146                              | Ophthalmic goods whsle .....                                    | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421460                             | Ophthalmic goods whsle .....                                    | —  | —                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>RICHMOND-PETERSBURG, VA MSA—Con.</b>                                 |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                                     |  |                        |  |                        |   |                        |   |                        |
| 4214       | Professional & commercial equipment & supplies whsle—Con.               |  |                        |  |                        |   |                        |   |                        |
| 42149      | Other professional equipment & supplies whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421490     | Other professional equipment & supplies whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214902    | Other professional equipment & supplies whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215       | Metal & mineral (except petroleum) whsle .....                          | —  | .2                     | D  | D                      | D   | D                      | —   | —                      |
| 42151      | Metal service centers & offices .....                                   | D  | D                      | .1                                       | .5                     | D   | D                      | —   | —                      |
| 421510     | Metal service centers & offices .....                                   | D  | D                      | .1                                       | .5                     | D   | D                      | —   | —                      |
| 4215101    | Ferrous metal service centers & sales offices .....                     | .2                                       | .7                     | D  | D                      | D   | D                      | —   | —                      |
| 42151011   | Ferrous metal service centers .....                                     | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42151012   | Ferrous metal sales offices .....                                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4215102    | Nonferrous metal service centers & sales offices .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151021   | Nonferrous metal service centers .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42152      | Coal & other mineral & ore whsle .....                                  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 421520     | Coal & other mineral & ore whsle .....                                  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4215201    | Coal whsle .....  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4216       | Electrical goods whsle .....  | .4                                       | 1.9                    | 1.4                                      | 4.1                    | D   | D                      | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle ..... | .1                                       | 2.8                    | .2                                       | 4.8                    | —   | 2.4                    | —   | .2                     |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | .1                                       | 2.8                    | .2                                       | 4.8                    | —   | 2.4                    | —   | .2                     |
| 42162      | Electrical appliance, television & radio set whsle .....                | .2                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421620     | Electrical appliance, television & radio set whsle .....                | .2                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle .....                          | 1.1                                      | 2.5                    | D  | D                      | D   | D                      | D   | D                      |
| 421690     | Other electronic parts & equipment whsle .....                          | 1.1                                      | 2.5                    | D  | D                      | D   | D                      | D   | D                      |
| 4216901    | Communications equipment & supplies whsle .....                         | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4216902    | Electronic parts (excluding communications equipment) whsle .....       | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....         | .3                                       | 13.7                   | .5                                       | 19.2                   | —   | 5.4                    | .1  | —                      |
| 42171      | Hardware whsle .....  | D  | D                      | 2.0                                      | 35.5                   | —   | —                      | —   | —                      |
| 421710     | Hardware whsle .....  | D  | D                      | 2.0                                      | 35.5                   | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle .....         | .1                                       | 16.2                   | D  | D                      | —   | —                      | D   | D                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle .....         | .1                                       | 16.2                   | D  | D                      | —   | —                      | D   | D                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....    | —  | 9.1                    | —  | 12.4                   | —   | —                      | D   | D                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle .....    | —  | 9.1                    | —  | 12.4                   | —   | —                      | D   | D                      |
| 42174      | Refrigeration equipment & supplies whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421740     | Refrigeration equipment & supplies whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                            | 3.8                                      | 5.1                    | 4.8                                      | 6.1                    | —   | .9                     | .1  | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle .....  | 7.8                                      | 15.5                   | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle .....  | 7.8                                      | 15.5                   | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218201    | Farm machinery & equipment—farm dealers .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218202    | Farm machinery & equipment—whsle distributors .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218203    | Lawn & garden machinery & equipment whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle .....                            | 3.7                                      | 4.9                    | 4.7                                      | 5.8                    | D   | D                      | D   | D                      |
| 421830     | Industrial machinery & equipment whsle .....                            | 3.7                                      | 4.9                    | 4.7                                      | 5.8                    | D   | D                      | D   | D                      |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....   | 7.6                                      | 2.2                    | 11.8                                     | —                      | —   | —                      | —   | —                      |
| 42183021   | Hydraulic & pneumatic pumps & motors whsle .....                        | 13.8                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle .....        | .5                                       | 4.8                    | D  | D                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle .....            | .2                                       | 5.1                    | .4                                       | 7.6                    | —   | —                      | D   | D                      |
| 4218304    | Metalworking machinery & equipment whsle .....                          | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle .....                                | 6.7                                      | 17.2                   | D  | D                      | —   | —                      | —   | —                      |
| 4218307    | Other industrial machinery & equipment whsle .....                      | 5.7                                      | 1.3                    | 6.5                                      | 1.4                    | —   | —                      | D   | D                      |

See footnotes at end of table.

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>RICHMOND—PETERSBURG, VA MSA—</b>                                     |  |                        |  |                        |   |                        |   |                        |
|            | <b>Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                                     |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle—Con.                             |  |                        |  |                        |   |                        |   |                        |
| 42184      | Industrial supplies whsle .....   | D  | D                      | 3.1                                      | —                      | D   | D                      | —   | —                      |
| 421840     | Industrial supplies whsle .....   | D  | D                      | 3.1                                      | —                      | D   | D                      | —   | —                      |
| 4218401    | General-line industrial supplies whsle .....                            | .2                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle .....                      | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218403    | Welding supplies whsle .....  | 7.3                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218404    | Industrial containers & supplies whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218405    | Industrial valves & fittings (except fluid-power) whsle .....           | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218406    | Other industrial supplies whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218501    | Beauty & barber shop equipment & supplies whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218502    | Custodial, janitors' equipment & supplies whsle .....                   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4218503    | Laundry & dry-cleaning equipment & supplies whsle .....                 | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4218504    | Other service establishment equipment & supplies whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42191      | Sporting & recreational goods & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421910     | Sporting & recreational goods & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle .....   | .7                                       | 4.6                    | D  | D                      | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle .....   | .7                                       | 4.6                    | D  | D                      | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193011   | Iron & steel scrap processors (using power processing equipment) .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219302    | Recyclable paper & paperboard whsle .....                               | .7                                       | 3.9                    | .7                                       | 3.9                    | —   | —                      | —   | —                      |
| 4219303    | Other recyclable material whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle .....                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421990     | Other miscellaneous durable goods whsle .....                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4219901    | Musical instruments & supplies whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219904    | Prerecorded media whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199042   | Prerecorded video tapes whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219905    | Fire extinguishers & fire safety equipment whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219906    | Other durable goods whsle .....   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422        | Wholesale trade, nondurable goods .....                                 | .8                                       | 1.1                    | 1.4                                      | 1.0                    | —   | 2.0                    | —   | .1                     |
| 4221       | Paper & paper product whsle .....                                       | .2                                       | 1.5                    | .3                                       | 2.0                    | D   | D                      | —   | —                      |
| 42211      | Printing & writing paper whsle .....                                    | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422110     | Printing & writing paper whsle .....                                    | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....                                | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422120     | Stationery & office supplies whsle .....                                | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42213      | Industrial & personal service paper whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422130     | Industrial & personal service paper whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222       | Drugs, & druggists' sundries whsle .....                                | .5                                       | .1                     | D  | D                      | —   | —                      | —   | —                      |
| 42221      | Drugs, & druggists' sundries whsle .....                                | .5                                       | .1                     | D  | D                      | —   | —                      | —   | —                      |
| 422210     | Drugs, & druggists' sundries whsle .....                                | .5                                       | .1                     | D  | D                      | —   | —                      | —   | —                      |
| 4222101    | General-line drugs whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42232      | Men's & boys' clothing & furnishings whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422320     | Men's & boys' clothing & furnishings whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                                  | 1.0                                      | .3                     | 1.8                                      | .4                     | —   | 1.9                    | —   | .1                     |
| 42241      | General-line grocery whsle .....  | .2                                       | .1                     | D  | D                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whsle .....  | .2                                       | .1                     | D  | D                      | —   | —                      | —   | —                      |
| 4224102    | General-line grocery whsle, retail cooperative .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42242      | Packaged frozen food whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422420     | Packaged frozen food whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42243      | Dairy products, (except dried or canned) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422430     | Dairy products, (except dried or canned) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224302    | Dairy product (except raw milk) whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42245      | Confectionery whsle .....   | —  | .1                     | D  | D                      | —   | —                      | —   | —                      |
| 422450     | Confectionery whsle .....   | —  | .1                     | D  | D                      | —   | —                      | —   | —                      |

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**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business                                   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>RICHMOND-PETERSBURG, VA MSA—Con.</b>                                |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                                 |  |                        |  |                        |   |                        |   |                        |
| 4224       | Grocery & related products whsle—Con.                                  |  |                        |  |                        |   |                        |   |                        |
| 42246      | Fish & seafood whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422460     | Fish & seafood whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42247      | Meat & meat product whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422470     | Meat & meat product whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42248      | Fresh fruit & vegetable whsle .....                                    | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422480     | Fresh fruit & vegetable whsle .....                                    | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224902    | Bread & baked goods whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whsle .....  | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4224904    | Canned goods whsle .....   | —  | —                      | —  | —                      | —   | —                      | D   | D                      |
| 4224906    | Other grocery specialties whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4225       | Farm-product raw material whsle .....                                  | .4                                       | .4                     | D  | D                      | —   | —                      | D   | D                      |
| 42251      | Grain & field bean whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422510     | Grain & field bean whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42259      | Other farm product raw material whsle .....                            | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422590     | Other farm product raw material whsle .....                            | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4225902    | Leaf tobacco whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle .....                                 | 2.1                                      | 6.9                    | D  | D                      | —   | 10.0                   | D   | D                      |
| 42261      | Plastics materials & basic forms & shapes whsle .....                  | 5.7                                      | 4.6                    | D  | D                      | —   | —                      | D   | D                      |
| 422610     | Plastics materials & basic forms & shapes whsle .....                  | 5.7                                      | 4.6                    | D  | D                      | —   | —                      | D   | D                      |
| 42269      | Other chemical & allied products whsle .....                           | 1.5                                      | 7.3                    | D  | D                      | D   | D                      | —   | —                      |
| 422690     | Other chemical & allied products whsle .....                           | 1.5                                      | 7.3                    | D  | D                      | D   | D                      | —   | —                      |
| 4226901    | Industrial gases (except LP) whsle .....                               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                             | —  | 2.0                    | D  | D                      | D   | D                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                              | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                              | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271012   | Petroleum bulk terminals (except LP) .....                             | —  | —                      | —  | —                      | D   | D                      | —   | —                      |
| 4227102    | Liquefied petroleum bulk stations & terminals .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | —  | 14.0                   | D  | D                      | —   | —                      | —   | —                      |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | —  | 14.0                   | D  | D                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..                    | D  | D                      | —  | .4                     | —   | —                      | D   | D                      |
| 42281      | Beer & ale whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42282      | Wine & distilled alcoholic beverage whsle .....                        | —  | —                      | —  | —                      | —   | —                      | D   | D                      |
| 422820     | Wine & distilled alcoholic beverage whsle .....                        | —  | —                      | —  | —                      | —   | —                      | D   | D                      |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle .....        | —  | —                      | —  | —                      | —   | —                      | D   | D                      |
| 4229       | Miscellaneous nondurable goods whsle .....                             | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42291      | Farm supplies whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229102    | Farm supplies—whsle distributors .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42292      | Book, periodical, & newspaper whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422920     | Book, periodical, & newspaper whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42293      | Flower, nursery stock, & florists' supplies whsle .....                | .7                                       | —                      | .7                                       | —                      | —   | —                      | —   | —                      |
| 422930     | Flower, nursery stock, & florists' supplies whsle .....                | .7                                       | —                      | .7                                       | —                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42295      | Paint, varnish, & supplies whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422950     | Paint, varnish, & supplies whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229501    | Paint, varnish, & supplies whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whsle ..                          | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 422990     | Other miscellaneous nondurable goods whsle .....                       | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4229901    | Art goods whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229902    | General merchandise (nondurable goods) whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229904    | Other nondurable goods whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                        |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>ROANOKE, VA MSA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                     | Wholesale trade .....   | 1.6                                      | 3.3                    | 2.6                                      | 5.4                    | —   | .2                     | .1  | .3                     |
| 421                    | Wholesale trade, durable goods .....                                    | 2.4                                      | 6.0                    | 3.4                                      | 8.3                    | —   | —                      | .2  | 1.1                    |
| 4211                   | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                  | Automobile & other motor vehicle whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421110                 | Automobile & other motor vehicle whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211105                | Heavy truck & tractor (over 26,000 lb) whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112                  | Motor vehicle supplies & new parts whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120                 | Motor vehicle supplies & new parts whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211201                | Motor vehicle supplies & new parts—warehouse distributors .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211202                | Motor vehicle supplies & new parts—jobbers .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42113                  | Tire & tube whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421130                 | Tire & tube whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42114                  | Motor vehicle parts, (used) whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                 | Motor vehicle parts, (used) whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                   | Furniture & home furnishings whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42121                  | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421210                 | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212102                | Office & business furniture whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42122                  | Home furnishings whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421220                 | Home furnishings whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                   | Lumber & other construction materials whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42131                  | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421310                 | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42133                  | Roofing, siding, & insulation material whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421330                 | Roofing, siding, & insulation material whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213301                | Roofing, siding, & insulation material whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                   | Professional & commercial equipment & supplies whsle .....              | .7                                       | 10.7                   | D  | D                      | D   | D                      | —   | —                      |
| 42142                  | Office equipment whsle .....  | .8                                       | 8.1                    | D  | D                      | —   | —                      | —   | —                      |
| 421420                 | Office equipment whsle .....  | .8                                       | 8.1                    | D  | D                      | —   | —                      | —   | —                      |
| 42143                  | Computer & computer peripheral equipment & software whsle .....         | D  | D                      | .4                                       | —                      | —   | —                      | —   | —                      |
| 421430                 | Computer & computer peripheral equipment & software whsle .....         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214301                | Computer & peripheral equipment whsle .....                             | D  | D                      | .4                                       | —                      | —   | —                      | —   | —                      |
| 42143012               | Computers & peripheral equipment for end use .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42144                  | Other commercial equipment whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421440                 | Other commercial equipment whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214402                | Store machines & equipment whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42145                  | Medical, dental, & hospital equipment & supplies whsle .....            | 1.1                                      | 48.9                   | D  | D                      | —   | —                      | —   | —                      |
| 421450                 | Medical, dental, & hospital equipment & supplies whsle .....            | 1.1                                      | 48.9                   | D  | D                      | —   | —                      | —   | —                      |
| 4214501                | Surgical, medical, & hospital supplies whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42146                  | Ophthalmic goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421460                 | Ophthalmic goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215                   | Metal & mineral (except petroleum) whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151                  | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510                 | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215101                | Ferrous metal service centers & sales offices .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151011               | Ferrous metal service centers .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216                   | Electrical goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42161                  | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 3.9                                      | 8.7                    | D  | D                      | —   | —                      | —   | —                      |
| 421610                 | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 3.9                                      | 8.7                    | D  | D                      | —   | —                      | —   | —                      |
| 42162                  | Electrical appliance, television & radio set whsle .....                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42169                  | Other electronic parts & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421690                 | Other electronic parts & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216902                | Electronic parts (excluding communications equipment) whsle .....       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217                   | Hardware, & plumbing & heating equipment & supplies whsle .....         | 2.6                                      | 5.8                    | D  | D                      | —   | —                      | —   | —                      |
| 42171                  | Hardware whsle .....  | .5                                       | .2                     | .5                                       | .2                     | —   | —                      | —   | —                      |
| 421710                 | Hardware whsle .....  | .5                                       | .2                     | .5                                       | .2                     | —   | —                      | —   | —                      |
| 42173                  | Warm air heating & air-conditioning equipment & supplies whsle .....    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421730                 | Warm air heating & air-conditioning equipment & supplies whsle .....    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>ROANOKE, VA MSA—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                                    |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle .....                           | 1.3                                      | 4.9                    | 2.0                                      | 7.5                    | D   | D                      | D   | D                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle ..... | .2                                       | 6.7                    | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle ..... | .2                                       | 6.7                    | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle .                            | 5.1                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle .....                        | 5.1                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218202    | Farm machinery & equipment—whsle distributors .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle .....                           | 2.2                                      | 4.0                    | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle .....                           | 2.2                                      | 4.0                    | D  | D                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle .....           | 2.3                                      | 1.1                    | D  | D                      | —   | —                      | —   | —                      |
| 4218304    | Metalworking machinery & equipment whsle .....                         | .1                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle .....                               | 1.4                                      | 16.4                   | 1.4                                      | 16.4                   | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle .....  | 1.8                                      | 5.0                    | D  | D                      | D   | D                      | —   | —                      |
| 421840     | Industrial supplies whsle .....  | 1.8                                      | 5.0                    | D  | D                      | D   | D                      | —   | —                      |
| 4218401    | General-line industrial supplies whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218406    | Other industrial supplies whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218504    | Other service establishment equipment & supplies whsle .....           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle .....    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle .....    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193011   | Iron & steel scrap processors (using power processing equipment) ..... | —  | 32.5                   | —  | 32.5                   | —   | —                      | —   | —                      |
| 4219303    | Other recyclable material whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                | .6                                       | .4                     | 1.4                                      | .6                     | —   | .4                     | —   | —                      |
| 4221       | Paper & paper product whsle .....                                      | 6.2                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42213      | Industrial & personal service paper whsle .....                        | 1.3                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422130     | Industrial & personal service paper whsle .....                        | 1.3                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                                 | .1                                       | .8                     | D  | D                      | —   | .9                     | D   | D                      |
| 42241      | General-line grocery whsle .....                                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whsle .....                                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42245      | Confectionery whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422450     | Confectionery whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | D   | D                      | D   | D                      |
| 422490     | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | D   | D                      | D   | D                      |
| 4224902    | Bread & baked goods whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224904    | Canned goods whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4225       | Farm-product raw material whsle .....                                  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle .....                                 | —  | .1                     | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                             | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle .....   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business                                | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>ROANOKE, VA MSA—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                              |  |                        |  |                        |   |                        |   |                        |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42291      | Farm supplies whsle . . . . .                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle . . . . .                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229102    | Farm supplies—whsle distributors . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle . . . . .                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229904    | Other nondurable goods whsle . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA</b>                       |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                                    | <b>3.7</b>                               | <b>2.6</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods . . . . .                            | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | .8                                       | .6                     | D  | D                      | D   | D                      | D   | D                      |
| 42111      | Automobile & other motor vehicle whsle . . . . .                    | .5                                       | .2                     | D  | D                      | D   | D                      | D   | D                      |
| 421110     | Automobile & other motor vehicle whsle . . . . .                    | .5                                       | .2                     | D  | D                      | D   | D                      | D   | D                      |
| 4211101    | Automobile & motorcycle whsle . . . . .                             | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4211102    | Bus & recreational vehicle whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211103    | Light truck & van (14,000 lb or less) whsle . . . . .               | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4211104    | Medium truck & tractor (14,001 lb to 26,000 lb) whsle . . . . .     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle . . . . .              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors . . . . . | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4211202    | Motor vehicle supplies & new parts—jobbers . . . . .                | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4211203    | Petroleum products marketing equipment whsle . . . . .              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42113      | Tire & tube whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421130     | Tire & tube whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114      | Motor vehicle parts, (used) whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140     | Motor vehicle parts, (used) whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle . . . . .                        | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42121      | Furniture whsle . . . . .   | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421210     | Furniture whsle . . . . .   | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4212101    | Household & lawn furniture whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4212102    | Office & business furniture whsle . . . . .                         | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42122      | Home furnishings whsle . . . . .                                    | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 421220     | Home furnishings whsle . . . . .                                    | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4212201    | Household china, glassware, & crockery whsle . . . . .              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212202    | Linens, domestics, draperies, & curtains whsle . . . . .            | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4212203    | Floor coverings whsle . . . . .                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212204    | Other home furnishings whsle . . . . .                              | 3.7                                      | 8.6                    | D  | D                      | —   | —                      | D   | D                      |
| 4213       | Lumber & other construction materials whsle . . . . .               | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42131      | Lumber, plywood, millwork, & wood panel whsle . . . . .             | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421310     | Lumber, plywood, millwork, & wood panel whsle . . . . .             | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4213101    | Lumber without yard whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213102    | Lumber with yard whsle . . . . .                                    | 17.6                                     | 1.6                    | 17.6                                     | 1.6                    | —   | —                      | —   | —                      |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle . . . . .             | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42132      | Brick, stone, & related construction materials whsle . . . . .      | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421320     | Brick, stone, & related construction materials whsle . . . . .      | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4213201    | Brick, block, tile, clay/cement sewer pipe whsle . . . . .          | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4213202    | Sand, gravel, & stone whsle . . . . .                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213203    | Cement, lime, & related products whsle . . . . .                    | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42133      | Roofing, siding, & insulation material whsle . . . . .              | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421330     | Roofing, siding, & insulation material whsle . . . . .              | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4213301    | Roofing, siding, & insulation material whsle . . . . .              | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42139      | Other construction materials whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421390     | Other construction materials whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213901    | Flat glass & other construction glass whsle . . . . .               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213902    | Other construction materials whsle . . . . .                        | 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. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business  | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                          |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42141      | Photographic equipment & supplies whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421410     | Photographic equipment & supplies whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42142      | Office equipment whsle . . . . .  | D  | D                      | 3.6                                      | 5.3                    | D   | D                      | D   | D                      |
| 421420     | Office equipment whsle . . . . .  | D  | D                      | 3.6                                      | 5.3                    | D   | D                      | D   | D                      |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | 2.3                                      | 5.1                    | D  | D                      | D   | D                      | .1  | —                      |
| 42143011   | Computers & peripheral equipment for resale . . . . .                       | D  | D                      | D  | D                      | D   | D                      | .1  | —                      |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4214302    | Computer software (packaged) whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42144      | Other commercial equipment whsle . . . . .                                  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421440     | Other commercial equipment whsle . . . . .                                  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4214401    | Restaurant & hotel equipment & supplies whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4214402    | Store machines & equipment whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 1.5                                      | 6.5                    | 2.0                                      | 5.8                    | D   | D                      | D   | D                      |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 1.5                                      | 6.5                    | 2.0                                      | 5.8                    | D   | D                      | D   | D                      |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4214502    | Dental equipment & supplies whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42146      | Ophthalmic goods whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421460     | Ophthalmic goods whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42149      | Other professional equipment & supplies whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | .4  | —                      |
| 421490     | Other professional equipment & supplies whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | .4  | —                      |
| 4214901    | Religious & school supplies whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214902    | Other professional equipment & supplies whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42151      | Metal service centers & offices . . . . .                                   | 42.1                                     | 4.7                    | 58.7                                     | 5.3                    | D   | D                      | D   | D                      |
| 421510     | Metal service centers & offices . . . . .                                   | 42.1                                     | 4.7                    | 58.7                                     | 5.3                    | D   | D                      | D   | D                      |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42151011   | Ferrous metal service centers . . . . .                                     | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42151012   | Ferrous metal sales offices . . . . .                                       | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4215102    | Nonferrous metal service centers & sales offices . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151021   | Nonferrous metal service centers . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4215201    | Coal whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215202    | Other mineral & ore whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216       | Electrical goods whsle . . . . .  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42171      | Hardware whsle . . . . .  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421710     | Hardware whsle . . . . .  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | D   | D                      | —   | 2.4                    |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | D   | D                      | —   | 2.4                    |
| 42174      | Refrigeration equipment & supplies whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421740     | Refrigeration equipment & supplies whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

Table 4. **Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E.]

| NAICS code | Geographic area and kind of business                                       | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                         |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.  |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                           | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . . | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . . | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4218201    | Farm machinery & equipment—farm dealers . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218203    | Lawn & garden machinery & equipment whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                           | D  | D                      | 4.9                                      | 3.8                    | D   | D                      | D   | D                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                           | D  | D                      | 4.9                                      | 3.8                    | D   | D                      | D   | D                      |
| 4218301    | Food-processing machinery & equipment whsle . . . . .                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42183021   | Hydraulic & pneumatic pumps & motors whsle . . . . .                       | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle . . . . .       | D  | D                      | 1.1                                      | 8.1                    | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .           | D  | D                      | D  | D                      | —   | 2.3                    | 1.1   | —                      |
| 4218304    | Metalworking machinery & equipment whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle . . . . .                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218306    | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42184      | Industrial supplies whsle . . . . .  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421840     | Industrial supplies whsle . . . . .  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4218401    | General-line industrial supplies whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218403    | Welding supplies whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4218404    | Industrial containers & supplies whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218405    | Industrial valves & fittings (except fluid-power) whsle . . . . .          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218406    | Other industrial supplies whsle . . . . .                                  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                 | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                 | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4218501    | Beauty & barber shop equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218502    | Custodial, janitors' equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218503    | Laundry & dry-cleaning equipment & supplies whsle . . . . .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218504    | Other service establishment equipment & supplies whsle . . . . .           | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .    | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .    | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle . . . . .               | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4218602    | Marine machinery, equipment, & supplies whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218603    | Other transportation equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42191      | Sporting & recreational goods & supplies whsle . . . . .                   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421910     | Sporting & recreational goods & supplies whsle . . . . .                   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42192      | Toy & hobby goods & supplies whsle . . . . .                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421920     | Toy & hobby goods & supplies whsle . . . . .                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle . . . . .  | 6.4                                      | 3.0                    | D  | D                      | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle . . . . .  | 6.4                                      | 3.0                    | D  | D                      | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193012   | Iron & steel scrap processors (not using power processing equip) . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219302    | Recyclable paper & paperboard whsle . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219303    | Other recyclable material whsle . . . . .                                  | 8.4                                      | 2.9                    | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                      |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                                     |  |                        |  |                        |   |                        |   |                        |
| 4219       | Miscellaneous durable goods whsle—Con.                                  |  |                        |  |                        |   |                        |   |                        |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219401    | Jewelry, watch, diamonds, precious stone, & silverware whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219402    | Precious metal (excluding ores) whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle .....                           | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421990     | Other miscellaneous durable goods whsle .....                           | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4219902    | Forest products (except lumber) whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219903    | General merchandise (durable goods) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219904    | Prerecorded media whsle .....   | D  | D                      | D  | D                      | —   | —                      | .2  | —                      |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle ..... | D  | D                      | D  | D                      | —   | —                      | .2  | —                      |
| 42199042   | Prerecorded video tapes whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219905    | Fire extinguishers & fire safety equipment whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219906    | Other durable goods whsle .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422        | Wholesale trade, nondurable goods .....                                 | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4221       | Paper & paper product whsle .....                                       | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42211      | Printing & writing paper whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422110     | Printing & writing paper whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....                                | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 422120     | Stationery & office supplies whsle .....                                | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42213      | Industrial & personal service paper whsle .....                         | D  | D                      | D  | D                      | D   | D                      | —   | .7                     |
| 422130     | Industrial & personal service paper whsle .....                         | D  | D                      | D  | D                      | D   | D                      | —   | .7                     |
| 4222       | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42221      | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 422210     | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4222101    | General-line drugs whsle .....  | 2.6                                      | .7                     | 2.6                                      | .7                     | —   | —                      | —   | —                      |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4223       | Apparel, piece goods, & notions whsle .....                             | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42231      | Piece goods, notions, & other dry goods whsle .....                     | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422310     | Piece goods, notions, & other dry goods whsle .....                     | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4223101    | Piece goods—jobbers .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42232      | Men's & boys' clothing & furnishings whsle .....                        | 12.0                                     | 12.2                   | D  | D                      | —   | —                      | —   | —                      |
| 422320     | Men's & boys' clothing & furnishings whsle .....                        | 12.0                                     | 12.2                   | D  | D                      | —   | —                      | —   | —                      |
| 42233      | Women's, children's, & infants' clothing & accessories whsle .....      | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422330     | Women's, children's, & infants' clothing & accessories whsle .....      | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42234      | Footwear whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422340     | Footwear whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                                  | D  | D                      | D  | D                      | D   | D                      | —   | .3                     |
| 42241      | General-line grocery whsle .....  | 1.8                                      | .6                     | D  | D                      | —   | —                      | D   | D                      |
| 422410     | General-line grocery whsle .....  | 1.8                                      | .6                     | D  | D                      | —   | —                      | D   | D                      |
| 4224103    | Other general-line grocery whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42242      | Packaged frozen food whsle .....  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 422420     | Packaged frozen food whsle .....  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42243      | Dairy products, (except dried or canned) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422430     | Dairy products, (except dried or canned) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224301    | Raw milk whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224302    | Dairy product (except raw milk) whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42244      | Poultry & poultry product whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422440     | Poultry & poultry product whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224402    | Poultry & poultry product (except live) whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42245      | Confectionery whsle .....   | 3.2                                      | 1.6                    | D  | D                      | D   | D                      | D   | D                      |
| 422450     | Confectionery whsle .....   | 3.2                                      | 1.6                    | D  | D                      | D   | D                      | D   | D                      |
| 42246      | Fish & seafood whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422460     | Fish & seafood whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42247      | Meat & meat product whsle .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422470     | Meat & meat product whsle .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42248      | Fresh fruit & vegetable whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422480     | Fresh fruit & vegetable whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                     |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                                 |  |                        |  |                        |   |                        |   |                        |
| 4224       | Grocery & related products whsle—Con.                                  |  |                        |  |                        |   |                        |   |                        |
| 42249      | Other grocery & related products whsle .....                           | 6.3                                      | 2.0                    | 18.3                                     | 5.6                    | —   | .2                     | .4  | .3                     |
| 422490     | Other grocery & related products whsle .....                           | 6.3                                      | 2.0                    | 18.3                                     | 5.6                    | —   | .2                     | .4  | .3                     |
| 4224901    | Coffee, tea, & spice whsle .....                                       | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4224902    | Bread & baked goods whsle .....  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4224903    | Soft drinks whsle .....  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4224904    | Canned goods whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224905    | Food & beverage basic materials whsle .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224906    | Other grocery specialties whsle .....                                  | D  | D                      | D  | D                      | —   | .1                     | D   | D                      |
| 4225       | Farm-product raw material whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42251      | Grain & field bean whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422510     | Grain & field bean whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42252      | Livestock whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422520     | Livestock whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42259      | Other farm product raw material whsle .....                            | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422590     | Other farm product raw material whsle .....                            | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whsle .....                                 | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42261      | Plastics materials & basic forms & shapes whsle .....                  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422610     | Plastics materials & basic forms & shapes whsle .....                  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42269      | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 422690     | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4226901    | Industrial gases (except LP) whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle .....                           | D  | D                      | 2.6                                      | 10.2                   | —   | 9.8                    | D   | D                      |
| 4227       | Petroleum & petroleum products whsle .....                             | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42271      | Petroleum bulk stations & terminals .....                              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271012   | Petroleum bulk terminals (except LP) .....                             | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227102    | Liquefied petroleum bulk stations & terminals .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42282      | Wine & distilled alcoholic beverage whsle .....                        | D  | D                      | 9.1                                      | .2                     | —   | —                      | —   | —                      |
| 422820     | Wine & distilled alcoholic beverage whsle .....                        | D  | D                      | 9.1                                      | .2                     | —   | —                      | —   | —                      |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle .....        | D  | D                      | 9.1                                      | .2                     | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                             | 3.2                                      | 3.8                    | D  | D                      | D   | D                      | D   | D                      |
| 42291      | Farm supplies whsle .....  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422910     | Farm supplies whsle .....  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4229101    | Farm supplies—farm dealers .....                                       | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4229102    | Farm supplies—whsle distributors .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42292      | Book, periodical, & newspaper whsle .....                              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422920     | Book, periodical, & newspaper whsle .....                              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42293      | Flower, nursery stock, & florists' supplies whsle .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422930     | Flower, nursery stock, & florists' supplies whsle .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle .....                                  | .1                                       | 1.5                    | D  | D                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle .....                                  | .1                                       | 1.5                    | D  | D                      | —   | —                      | —   | —                      |
| 42295      | Paint, varnish, & supplies whsle .....                                 | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 422950     | Paint, varnish, & supplies whsle .....                                 | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4229501    | Paint, varnish, & supplies whsle .....                                 | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42299      | Other miscellaneous nondurable goods whsle ..                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422990     | Other miscellaneous nondurable goods whsle .....                       | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4229901    | Art goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4229902    | General merchandise (nondurable goods) whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229904    | Other nondurable goods whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E.]

| NAICS code | Geographic area and kind of business                            | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>              |  |                        |  |                        |   |                        |   |                        |
|            | <b>Baltimore, MD PMSA</b>                                       |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....   | 4.6                                      | 2.7                    | 7.6                                      | 3.4                    | —   | 2.5                    | .1  | .4                     |
| 421        | Wholesale trade, durable goods .....                            | 5.6                                      | 3.0                    | 8.8                                      | 3.4                    | D   | D                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42111      | Automobile & other motor vehicle whsle .....                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421110     | Automobile & other motor vehicle whsle .....                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4211101    | Automobile & motorcycle whsle .....                             | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4211102    | Bus & recreational vehicle whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211103    | Light truck & van (14,000 lb or less) whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211104    | Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle .....              | .1                                       | 9.6                    | .1                                       | 9.6                    | —   | —                      | —   | —                      |
| 42112      | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421120     | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211202    | Motor vehicle supplies & new parts—jobbers .....                | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42113      | Tire & tube whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421130     | Tire & tube whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114      | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140     | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle .....                        | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42121      | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421210     | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4212101    | Household & lawn furniture whsle .....                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4212102    | Office & business furniture whsle .....                         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42122      | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421220     | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4212202    | Linens, domestics, draperies, & curtains whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212203    | Floor coverings whsle .....                                     | .4                                       | .3                     | D  | D                      | —   | —                      | —   | —                      |
| 4212204    | Other home furnishings whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle .....               | D  | D                      | 12.4                                     | 2.1                    | D   | D                      | D   | D                      |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....             | 5.8                                      | 2.1                    | D  | D                      | —   | —                      | —   | —                      |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....             | 5.8                                      | 2.1                    | D  | D                      | —   | —                      | —   | —                      |
| 4213101    | Lumber without yard whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213102    | Lumber with yard whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42132      | Brick, stone, & related construction materials whsle .....      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 421320     | Brick, stone, & related construction materials whsle .....      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4213201    | Brick, block, tile, clay/cement sewer pipe whsle .....          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213202    | Sand, gravel, & stone whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213203    | Cement, lime, & related products whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42133      | Roofing, siding, & insulation material whsle .....              | 12.9                                     | .3                     | 19.9                                     | .5                     | —   | —                      | D   | D                      |
| 421330     | Roofing, siding, & insulation material whsle .....              | 12.9                                     | .3                     | 19.9                                     | .5                     | —   | —                      | D   | D                      |
| 4213301    | Roofing, siding, & insulation material whsle .....              | 12.9                                     | .3                     | 19.9                                     | .5                     | —   | —                      | D   | D                      |
| 42139      | Other construction materials whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421390     | Other construction materials whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213901    | Flat glass & other construction glass whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213902    | Other construction materials whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle .....      | 2.4                                      | 6.2                    | D  | D                      | D   | D                      | D   | D                      |
| 42141      | Photographic equipment & supplies whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421410     | Photographic equipment & supplies whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42142      | Office equipment whsle .....                                    | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 421420     | Office equipment whsle .....                                    | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whsle ..... | 2.0                                      | 6.5                    | D  | D                      | D   | D                      | D   | D                      |
| 421430     | Computer & computer peripheral equipment & software whsle ..... | 2.0                                      | 6.5                    | D  | D                      | D   | D                      | D   | D                      |
| 4214301    | Computer & peripheral equipment whsle .....                     | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42143011   | Computers & peripheral equipment for resale .....               | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use .....              | 1.3                                      | 6.0                    | D  | D                      | D   | D                      | —   | —                      |
| 4214302    | Computer software (packaged) whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42144      | Other commercial equipment whsle .....                          | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421440     | Other commercial equipment whsle .....                          | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4214401    | Restaurant & hotel equipment & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4214402    | Store machines & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business  | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                          |  |                        |  |                        |   |                        |   |                        |
|            | <b>Baltimore, MD PMSA—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4214       | Professional & commercial equipment & supplies whsle—Con.                   |  |                        |  |                        |   |                        |   |                        |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 1.0                                      | 4.8                    | 1.4                                      | 2.7                    | D   | D                      | D   | D                      |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 1.0                                      | 4.8                    | 1.4                                      | 2.7                    | D   | D                      | D   | D                      |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42146      | Ophthalmic goods whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421460     | Ophthalmic goods whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42149      | Other professional equipment & supplies whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421490     | Other professional equipment & supplies whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214901    | Religious & school supplies whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214902    | Other professional equipment & supplies whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42151      | Metal service centers & offices . . . . .                                   | 45.9                                     | 4.1                    | 65.2                                     | 4.4                    | D   | D                      | D   | D                      |
| 421510     | Metal service centers & offices . . . . .                                   | 45.9                                     | 4.1                    | 65.2                                     | 4.4                    | D   | D                      | D   | D                      |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42151011   | Ferrous metal service centers . . . . .                                     | 7.6                                      | 13.6                   | D  | D                      | D   | D                      | D   | —                      |
| 42151012   | Ferrous metal sales offices . . . . .                                       | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4215102    | Nonferrous metal service centers & sales offices . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151021   | Nonferrous metal service centers . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4215201    | Coal whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215202    | Other mineral & ore whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216       | Electrical goods whsle . . . . .  | .6                                       | 2.2                    | D  | D                      | D   | D                      | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 1.4                                      | 2.0                    | 6.6                                      | 7.6                    | D   | D                      | D   | D                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 1.4                                      | 2.0                    | 6.6                                      | 7.6                    | D   | D                      | D   | D                      |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42171      | Hardware whsle . . . . .  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421710     | Hardware whsle . . . . .  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 1.7                                      | 1.9                    | D  | D                      | D   | D                      | —   | —                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 1.7                                      | 1.9                    | D  | D                      | D   | D                      | —   | —                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42174      | Refrigeration equipment & supplies whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421740     | Refrigeration equipment & supplies whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 3.3                                      | 2.8                    | 4.5                                      | 3.4                    | D   | D                      | D   | D                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | .3                                       | 1.9                    | D  | D                      | D   | D                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | .3                                       | 1.9                    | D  | D                      | D   | D                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4218201    | Farm machinery & equipment—farm dealers . . . . .                           | 42.5                                     | —                      | 42.5                                     | —                      | —   | —                      | —   | —                      |
| 4218203    | Lawn & garden machinery & equipment whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                          |  |                        |  |                        |   |                        |   |                        |
|            | <b>Baltimore, MD PMSA—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle—Con.                                 |  |                        |  |                        |   |                        |   |                        |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 3.0                                      | 3.3                    | D  | D                      | D   | D                      | D   | D                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 3.0                                      | 3.3                    | D  | D                      | D   | D                      | D   | D                      |
| 4218301    | Food-processing machinery & equipment whsle . . . . .                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .   | .4                                       | 4.4                    | D  | D                      | —   | —                      | D   | D                      |
| 42183021   | Hydraulic & pneumatic pumps & motors whsle . . . . .                        | —  | 2.9                    | —  | —                      | —   | —                      | D   | D                      |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle . . . . .        | 1.3                                      | 7.9                    | D  | D                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | 3.1                                      | 3.2                    | D  | D                      | D   | D                      | D   | D                      |
| 4218304    | Metalworking machinery & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle . . . . .                                | 1.8                                      | 7.2                    | 2.0                                      | 8.0                    | —   | —                      | —   | —                      |
| 4218306    | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .   | 4.6                                      | 1.7                    | D  | D                      | D   | D                      | D   | D                      |
| 421840     | Industrial supplies whsle . . . . .   | 4.6                                      | 1.7                    | D  | D                      | D   | D                      | D   | D                      |
| 4218401    | General-line industrial supplies whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                      | —  | 1.3                    | D  | D                      | —   | —                      | —   | —                      |
| 4218403    | Welding supplies whsle . . . . .  | —  | —                      | D  | D                      | —   | —                      | D   | D                      |
| 4218404    | Industrial containers & supplies whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218405    | Industrial valves & fittings (except fluid-power) whsle . . . . .           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218406    | Other industrial supplies whsle . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | 9.9                                      | 6.2                    | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | 9.9                                      | 6.2                    | D  | D                      | —   | —                      | —   | —                      |
| 4218501    | Beauty & barber shop equipment & supplies whsle . . . . .                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218502    | Custodial, janitors' equipment & supplies whsle . . . . .                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218503    | Laundry & dry-cleaning equipment & supplies whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218504    | Other service establishment equipment & supplies whsle . . . . .            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle . . . . .                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4218602    | Marine machinery, equipment, & supplies whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42191      | Sporting & recreational goods & supplies whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421910     | Sporting & recreational goods & supplies whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42192      | Toy & hobby goods & supplies whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421920     | Toy & hobby goods & supplies whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219302    | Recyclable paper & paperboard whsle . . . . .                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219303    | Other recyclable material whsle . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219401    | Jewelry, watch, diamonds, precious stone, & silverware whsle . . . . .      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4219902    | Forest products (except lumber) whsle . . . . .                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219903    | General merchandise (durable goods) whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219904    | Prerecorded media whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199042   | Prerecorded video tapes whsle . . . . .                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219905    | Fire extinguishers & fire safety equipment whsle . . . . .                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4219906    | Other durable goods whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                      |  |                        |  |                        |   |                        |   |                        |
|            | <b>Baltimore, MD PMSA—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods .....                                 | 3.1                                      | 2.3                    | 5.8                                      | 3.3                    | D   | D                      | D   | D                      |
| 4221       | Paper & paper product whsle .....                                       | 2.0                                      | 3.1                    | 2.9                                      | 3.1                    | D   | D                      | D   | D                      |
| 42211      | Printing & writing paper whsle .....                                    | —  | 6.4                    | D  | D                      | —   | —                      | —   | —                      |
| 422110     | Printing & writing paper whsle .....                                    | —  | 6.4                    | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....                                | 4.7                                      | 1.4                    | 5.1                                      | .6                     | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle .....                                | 4.7                                      | 1.4                    | 5.1                                      | .6                     | —   | —                      | —   | —                      |
| 42213      | Industrial & personal service paper whsle .....                         | 1.4                                      | 2.2                    | D  | D                      | D   | D                      | D   | D                      |
| 422130     | Industrial & personal service paper whsle .....                         | 1.4                                      | 2.2                    | D  | D                      | D   | D                      | D   | D                      |
| 4222       | Drugs, & druggists' sundries whsle .....                                | 2.0                                      | 2.5                    | D  | D                      | D   | D                      | —   | —                      |
| 42221      | Drugs, & druggists' sundries whsle .....                                | 2.0                                      | 2.5                    | D  | D                      | D   | D                      | —   | —                      |
| 422210     | Drugs, & druggists' sundries whsle .....                                | 2.0                                      | 2.5                    | D  | D                      | D   | D                      | —   | —                      |
| 4222101    | General-line drugs whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle .....                             | 1.9                                      | 7.0                    | D  | D                      | D   | D                      | D   | D                      |
| 42231      | Piece goods, notions, & other dry goods whsle .....                     | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422310     | Piece goods, notions, & other dry goods whsle .....                     | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4223101    | Piece goods—jobbers .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42232      | Men's & boys' clothing & furnishings whsle .....                        | 3.8                                      | 21.6                   | D  | D                      | —   | —                      | —   | —                      |
| 422320     | Men's & boys' clothing & furnishings whsle .....                        | 3.8                                      | 21.6                   | D  | D                      | —   | —                      | —   | —                      |
| 42233      | Women's, children's, & infants' clothing & accessories whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422330     | Women's, children's, & infants' clothing & accessories whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42234      | Footwear whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422340     | Footwear whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                                  | 4.4                                      | 1.6                    | 9.4                                      | 3.0                    | —   | .4                     | —   | .4                     |
| 42241      | General-line grocery whsle .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422410     | General-line grocery whsle .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4224103    | Other general-line grocery whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42242      | Packaged frozen food whsle .....  | .5                                       | 1.8                    | 1.5                                      | 5.5                    | D   | D                      | D   | D                      |
| 422420     | Packaged frozen food whsle .....  | .5                                       | 1.8                    | 1.5                                      | 5.5                    | D   | D                      | D   | D                      |
| 42243      | Dairy products, (except dried or canned) whsle .....                    | .4                                       | 3.6                    | D  | D                      | —   | —                      | —   | —                      |
| 422430     | Dairy products, (except dried or canned) whsle .....                    | .4                                       | 3.6                    | D  | D                      | —   | —                      | —   | —                      |
| 4224302    | Dairy product (except raw milk) whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42244      | Poultry & poultry product whsle .....                                   | 42.4                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422440     | Poultry & poultry product whsle .....                                   | 42.4                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4224402    | Poultry & poultry product (except live) whsle .....                     | 42.4                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42245      | Confectionery whsle .....   | .4                                       | 1.1                    | D  | D                      | —   | —                      | D   | D                      |
| 422450     | Confectionery whsle .....   | .4                                       | 1.1                    | D  | D                      | —   | —                      | D   | D                      |
| 42246      | Fish & seafood whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422460     | Fish & seafood whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42247      | Meat & meat product whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422470     | Meat & meat product whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42248      | Fresh fruit & vegetable whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422480     | Fresh fruit & vegetable whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 422490     | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4224901    | Coffee, tea, & spice whsle .....  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4224902    | Bread & baked goods whsle .....   | 46.8                                     | .8                     | D  | D                      | D   | D                      | —   | —                      |
| 4224903    | Soft drinks whsle .....   | .3                                       | 2.6                    | D  | D                      | D   | D                      | —   | —                      |
| 4224905    | Food & beverage basic materials whsle .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224906    | Other grocery specialties whsle .....                                   | .6                                       | 3.3                    | 2.7                                      | 15.4                   | D   | D                      | D   | D                      |
| 4225       | Farm-product raw material whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42251      | Grain & field bean whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422510     | Grain & field bean whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42252      | Livestock whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422520     | Livestock whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle .....                                  | .9                                       | 8.4                    | 1.5                                      | 7.4                    | D   | D                      | D   | D                      |
| 42261      | Plastics materials & basic forms & shapes whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422610     | Plastics materials & basic forms & shapes whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422690     | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | D   | D                      | —   | —                      |

See footnotes at end of table.



**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                      |  |                        |  |                        |   |                        |   |                        |
|            | <b>Baltimore, MD PMSA—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                                  |  |                        |  |                        |   |                        |   |                        |
| 4227       | Petroleum & petroleum products whsle .....                              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                               | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                               | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                               | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271012   | Petroleum bulk terminals (except LP) .....                              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..                     | 1.9                                      | 1.8                    | D  | D                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42282      | Wine & distilled alcoholic beverage whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422820     | Wine & distilled alcoholic beverage whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                              | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42291      | Farm supplies whsle .....   | .1                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle .....   | .1                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4229101    | Farm supplies—farm dealers .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229102    | Farm supplies—whsle distributors .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42292      | Book, periodical, & newspaper whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422920     | Book, periodical, & newspaper whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42293      | Flower, nursery stock, & florists' supplies whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422930     | Flower, nursery stock, & florists' supplies whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42295      | Paint, varnish, & supplies whsle .....                                  | .3                                       | 4.9                    | .7                                       | 10.0                   | —   | —                      | D   | D                      |
| 422950     | Paint, varnish, & supplies whsle .....                                  | .3                                       | 4.9                    | .7                                       | 10.0                   | —   | —                      | D   | D                      |
| 4229501    | Paint, varnish, & supplies whsle .....                                  | .3                                       | 4.9                    | .7                                       | 10.0                   | —   | —                      | D   | D                      |
| 42299      | Other miscellaneous nondurable goods whsle ..                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422990     | Other miscellaneous nondurable goods whsle ..                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4229901    | Art goods whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229902    | General merchandise (nondurable goods) whsle .....                      | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4229904    | Other nondurable goods whsle .....                                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>Hagerstown, MD PMSA</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>1.3</b>                               | <b>2.2</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111      | Automobile & other motor vehicle whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421110     | Automobile & other motor vehicle whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle .....              | D  | D                      | 14.9                                     | 10.3                   | D   | D                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whsle .....         | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 421430     | Computer & computer peripheral equipment & software whsle .....         | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4214301    | Computer & peripheral equipment whsle ..                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216       | Electrical goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42162      | Electrical appliance, television & radio set whsle .....                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421620     | Electrical appliance, television & radio set whsle .....                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

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| NAICS code | Geographic area and kind of business                                       | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                         |  |                        |  |                        |   |                        |   |                        |
|            | <b>Hagerstown, MD PMSA—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.  |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218201    | Farm machinery & equipment—farm dealers . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218304    | Metalworking machinery & equipment whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218504    | Other service establishment equipment & supplies whsle . . . . .           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4221       | Paper & paper product whsle . . . . .                                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                                 | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42241      | General-line grocery whsle . . . . .                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whsle . . . . .                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224902    | Bread & baked goods whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle . . . . .                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>Washington, DC—MD—VA—WV PMSA</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>   | <b>3.2</b>                               | <b>2.5</b>             | <b>6.9</b>                               | <b>4.1</b>             | <b>—</b>  | <b>1.3</b>             | <b>.1</b>   | <b>.5</b>              |
| 421        | Wholesale trade, durable goods . . . . .                                   | 2.0                                      | 2.9                    | 4.7                                      | 5.1                    | —   | 1.3                    | .1  | .3                     |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | .7                                       | .2                     | D  | D                      | D   | D                      | D   | D                      |
| 42111      | Automobile & other motor vehicle whsle . . . . .                           | .4                                       | .1                     | 1.4                                      | .4                     | D   | D                      | D   | D                      |
| 421110     | Automobile & other motor vehicle whsle . . . . .                           | .4                                       | .1                     | 1.4                                      | .4                     | D   | D                      | D   | D                      |
| 4211101    | Automobile & motorcycle whsle . . . . .                                    | 1.0                                      | .2                     | 1.8                                      | .4                     | —   | —                      | D   | D                      |
| 4211102    | Bus & recreational vehicle whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211103    | Light truck & van (14,000 lb or less) whsle . . . . .                      | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4211104    | Medium truck & tractor (14,001 lb to 26,000 lb) whsle . . . . .            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                         | 2.5                                      | .9                     | D  | D                      | D   | D                      | D   | D                      |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                         | 2.5                                      | .9                     | D  | D                      | D   | D                      | D   | D                      |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors . . . . .        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4211202    | Motor vehicle supplies & new parts—jobbers . . . . .                       | D  | D                      | 14.4                                     | 8.8                    | D   | D                      | —   | —                      |
| 4211203    | Petroleum products marketing equipment whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42113      | Tire & tube whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421130     | Tire & tube whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114      | Motor vehicle parts, (used) whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140     | Motor vehicle parts, (used) whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

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

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|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                      |  |                        |  |                        |   |                        |   |                        |
|            | <b>Washington, DC—MD—VA—WV PMSA—Con.</b>                                |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                                     |  |                        |  |                        |   |                        |   |                        |
| 4215       | Metal & mineral (except petroleum) whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151      | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510     | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215101    | Ferrous metal service centers & sales offices .....                     | 7.8                                      | 12.8                   | D  | D                      | —   | —                      | —   | —                      |
| 42151011   | Ferrous metal service centers .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151012   | Ferrous metal sales offices .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215102    | Nonferrous metal service centers & sales offices .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42152      | Coal & other mineral & ore whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421520     | Coal & other mineral & ore whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215202    | Other mineral & ore whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216       | Electrical goods whsle .....  | 1.0                                      | 5.5                    | 2.3                                      | 10.3                   | —   | 2.7                    | .1  | .3                     |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 1.9                                      | 6.3                    | 4.5                                      | 10.6                   | D   | D                      | D   | D                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 1.9                                      | 6.3                    | 4.5                                      | 10.6                   | D   | D                      | D   | D                      |
| 42162      | Electrical appliance, television & radio set whsle .....                | .8                                       | 9.6                    | 1.6                                      | 10.1                   | —   | —                      | D   | D                      |
| 421620     | Electrical appliance, television & radio set whsle .....                | .8                                       | 9.6                    | 1.6                                      | 10.1                   | —   | —                      | D   | D                      |
| 42169      | Other electronic parts & equipment whsle .....                          | .8                                       | 5.0                    | 1.9                                      | 10.2                   | D   | D                      | D   | D                      |
| 421690     | Other electronic parts & equipment whsle .....                          | .8                                       | 5.0                    | 1.9                                      | 10.2                   | D   | D                      | D   | D                      |
| 4216901    | Communications equipment & supplies whsle .....                         | .4                                       | 5.9                    | 1.3                                      | 13.3                   | —   | 2.0                    | —   | 1.4                    |
| 4216902    | Electronic parts (excluding communications equipment) whsle .....       | 1.5                                      | 3.3                    | 2.7                                      | 5.9                    | D   | D                      | D   | D                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....         | 2.2                                      | 6.0                    | 3.3                                      | 8.4                    | D   | D                      | D   | D                      |
| 42171      | Hardware whsle .....  | 3.1                                      | 4.3                    | 3.9                                      | 5.1                    | —   | —                      | —   | 1.0                    |
| 421710     | Hardware whsle .....  | 3.1                                      | 4.3                    | 3.9                                      | 5.1                    | —   | —                      | —   | 1.0                    |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle .....         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle .....         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....    | 2.0                                      | 8.8                    | 3.0                                      | 13.5                   | D   | D                      | D   | D                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle .....    | 2.0                                      | 8.8                    | 3.0                                      | 13.5                   | D   | D                      | D   | D                      |
| 42174      | Refrigeration equipment & supplies whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421740     | Refrigeration equipment & supplies whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                            | 3.2                                      | 2.5                    | 5.8                                      | 3.7                    | —   | 1.5                    | .4  | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218201    | Farm machinery & equipment—farm dealers .....                           | 5.2                                      | 10.3                   | 5.2                                      | 10.3                   | —   | —                      | —   | —                      |
| 4218202    | Farm machinery & equipment—whsle distributors .....                     | 7.0                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218203    | Lawn & garden machinery & equipment whsle .....                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle .....                            | 6.3                                      | 4.2                    | 7.4                                      | 4.2                    | D   | D                      | D   | D                      |
| 421830     | Industrial machinery & equipment whsle .....                            | 6.3                                      | 4.2                    | 7.4                                      | 4.2                    | D   | D                      | D   | D                      |
| 4218301    | Food-processing machinery & equipment whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....   | 8.4                                      | 8.6                    | 8.4                                      | 8.6                    | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle .....            | 4.9                                      | 5.0                    | D  | D                      | —   | —                      | D   | D                      |
| 4218305    | Materials handling equipment whsle .....                                | 1.2                                      | 3.1                    | 1.2                                      | 3.1                    | —   | —                      | —   | —                      |
| 4218306    | Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle .....   | 22.2                                     | .4                     | D  | D                      | —   | —                      | —   | —                      |
| 4218307    | Other industrial machinery & equipment whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle .....   | .1                                       | .1                     | D  | D                      | D   | D                      | —   | —                      |
| 421840     | Industrial supplies whsle .....   | .1                                       | .1                     | D  | D                      | D   | D                      | —   | —                      |
| 4218401    | General-line industrial supplies whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218403    | Welding supplies whsle .....  | D  | D                      | —  | 6.6                    | —   | —                      | —   | —                      |
| 4218404    | Industrial containers & supplies whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218406    | Other industrial supplies whsle .....                                   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                      |  |                        |  |                        |   |                        |   |                        |
|            | <b>Washington, DC—MD—VA—WV PMSA—Con.</b>                                |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                                     |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle—Con.                             |  |                        |  |                        |   |                        |   |                        |
| 42185      | Service establishment equipment & supplies whsle .....                  | 11.7                                     | .6                     | 14.2                                     | .7                     | —   | —                      | D   | D                      |
| 421850     | Service establishment equipment & supplies whsle .....                  | 11.7                                     | .6                     | 14.2                                     | .7                     | —   | —                      | D   | D                      |
| 4218501    | Beauty & barber shop equipment & supplies whsle .....                   | 3.7                                      | —                      | 3.7                                      | —                      | —   | —                      | —   | —                      |
| 4218502    | Custodial, janitors' equipment & supplies whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218503    | Laundry & dry-cleaning equipment & supplies whsle .....                 | 17.5                                     | 3.0                    | 17.5                                     | 3.0                    | —   | —                      | —   | —                      |
| 4218504    | Other service establishment equipment & supplies whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle .....     | .8                                       | 5.8                    | 1.2                                      | 7.2                    | D   | D                      | D   | D                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle .....     | .8                                       | 5.8                    | 1.2                                      | 7.2                    | D   | D                      | D   | D                      |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle .....                | .8                                       | 5.5                    | D  | D                      | —   | —                      | D   | D                      |
| 4218602    | Marine machinery, equipment, & supplies whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218603    | Other transportation equipment & supplies whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                                 | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42191      | Sporting & recreational goods & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421910     | Sporting & recreational goods & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42192      | Toy & hobby goods & supplies whsle .....                                | 4.7                                      | 6.7                    | D  | D                      | —   | —                      | —   | —                      |
| 421920     | Toy & hobby goods & supplies whsle .....                                | 4.7                                      | 6.7                    | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle .....   | 5.7                                      | 8.1                    | D  | D                      | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle .....   | 5.7                                      | 8.1                    | D  | D                      | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers .....                           | 3.9                                      | 3.7                    | 3.9                                      | 3.7                    | —   | —                      | —   | —                      |
| 42193011   | Iron & steel scrap processors (using power processing equipment) .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219302    | Recyclable paper & paperboard whsle .....                               | —  | 6.1                    | D  | D                      | —   | —                      | —   | —                      |
| 4219303    | Other recyclable material whsle .....                                   | 12.4                                     | 13.9                   | 12.4                                     | 13.9                   | —   | —                      | —   | —                      |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219401    | Jewelry, watch, diamonds, precious stone, & silverware whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219402    | Precious metal (excluding ores) whsle .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle .....                           | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421990     | Other miscellaneous durable goods whsle .....                           | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4219903    | General merchandise (durable goods) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219904    | Prerecorded media whsle .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle ..... | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4219905    | Fire extinguishers & fire safety equipment whsle .....                  | 6.5                                      | 23.1                   | D  | D                      | —   | —                      | —   | —                      |
| 4219906    | Other durable goods whsle .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422        | Wholesale trade, nondurable goods .....                                 | 6.7                                      | 1.6                    | 11.5                                     | 1.8                    | —   | 1.6                    | .1  | .8                     |
| 4221       | Paper & paper product whsle .....                                       | 2.8                                      | 1.4                    | 4.1                                      | 1.6                    | —   | 1.2                    | —   | .7                     |
| 42211      | Printing & writing paper whsle .....                                    | .2                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422110     | Printing & writing paper whsle .....                                    | .2                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....                                | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 422120     | Stationery & office supplies whsle .....                                | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42213      | Industrial & personal service paper whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422130     | Industrial & personal service paper whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222       | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42221      | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422210     | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4222101    | General-line drugs whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4223       | Apparel, piece goods, & notions whsle .....                             | D  | D                      | 22.6                                     | 4.4                    | —   | —                      | D   | D                      |
| 42231      | Piece goods, notions, & other dry goods whsle .....                     | 4.0                                      | 1.4                    | D  | D                      | —   | —                      | D   | D                      |
| 422310     | Piece goods, notions, & other dry goods whsle .....                     | 4.0                                      | 1.4                    | D  | D                      | —   | —                      | D   | D                      |
| 4223101    | Piece goods—jobbers .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42232      | Men's & boys' clothing & furnishings whsle .....                        | 18.5                                     | 4.6                    | D  | D                      | —   | —                      | —   | —                      |
| 422320     | Men's & boys' clothing & furnishings whsle .....                        | 18.5                                     | 4.6                    | D  | D                      | —   | —                      | —   | —                      |
| 42233      | Women's, children's, & infants' clothing & accessories whsle .....      | D  | D                      | 76.9                                     | 2.5                    | —   | —                      | —   | —                      |
| 422330     | Women's, children's, & infants' clothing & accessories whsle .....      | D  | D                      | 76.9                                     | 2.5                    | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business                                   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>                     |  |                        |  |                        |   |                        |   |                        |
|            | <b>Washington, DC—MD—VA—WV PMSA—Con.</b>                               |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                                 |  |                        |  |                        |   |                        |   |                        |
| 4224       | Grocery & related products whsle .....                                 | 13.1                                     | 1.1                    | 19.5                                     | 1.5                    | —   | .3                     | .1  | —                      |
| 42241      | General-line grocery whsle .....                                       | 4.6                                      | .6                     | D  | D                      | —   | —                      | D   | D                      |
| 422410     | General-line grocery whsle .....                                       | 4.6                                      | .6                     | D  | D                      | —   | —                      | D   | D                      |
| 4224103    | Other general-line grocery whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42242      | Packaged frozen food whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422420     | Packaged frozen food whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42243      | Dairy products, (except dried or canned) whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422430     | Dairy products, (except dried or canned) whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224301    | Raw milk whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224302    | Dairy product (except raw milk) whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42244      | Poultry & poultry product whsle .....                                  | 1.6                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422440     | Poultry & poultry product whsle .....                                  | 1.6                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4224402    | Poultry & poultry product (except live) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42245      | Confectionery whsle .....  | 11.6                                     | 3.2                    | D  | D                      | —   | —                      | —   | —                      |
| 422450     | Confectionery whsle .....  | 11.6                                     | 3.2                    | D  | D                      | —   | —                      | —   | —                      |
| 42246      | Fish & seafood whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422460     | Fish & seafood whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42247      | Meat & meat product whsle .....  | 48.1                                     | 2.8                    | D  | D                      | —   | —                      | D   | D                      |
| 422470     | Meat & meat product whsle .....  | 48.1                                     | 2.8                    | D  | D                      | —   | —                      | D   | D                      |
| 42248      | Fresh fruit & vegetable whsle .....                                    | 10.3                                     | 1.2                    | D  | D                      | —   | —                      | —   | —                      |
| 422480     | Fresh fruit & vegetable whsle .....                                    | 10.3                                     | 1.2                    | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                           | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....                           | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4224901    | Coffee, tea, & spice whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224902    | Bread & baked goods whsle .....  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4224903    | Soft drinks whsle .....  | 9.8                                      | 1.0                    | D  | D                      | —   | .4                     | —   | —                      |
| 4224904    | Canned goods whsle .....   | 10.2                                     | 1.0                    | D  | D                      | —   | —                      | —   | —                      |
| 4224906    | Other grocery specialties whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225       | Farm-product raw material whsle .....                                  | D  | D                      | 42.3                                     | 5.4                    | —   | —                      | D   | D                      |
| 42259      | Other farm product raw material whsle .....                            | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422590     | Other farm product raw material whsle .....                            | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whsle .....                                 | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42261      | Plastics materials & basic forms & shapes whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422610     | Plastics materials & basic forms & shapes whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422690     | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4226901    | Industrial gases (except LP) whsle .....                               | —  | 2.0                    | —  | 2.0                    | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                             | D  | D                      | 4.2                                      | .2                     | D   | D                      | D   | D                      |
| 42271      | Petroleum bulk stations & terminals .....                              | .4                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                              | .4                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271012   | Petroleum bulk terminals (except LP) .....                             | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227102    | Liquefied petroleum bulk stations & terminals .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..                    | 9.9                                      | 1.2                    | D  | D                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42282      | Wine & distilled alcoholic beverage whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422820     | Wine & distilled alcoholic beverage whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle .....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>WASHINGTON—BALTIMORE, DC—MD—VA—WV CMSA—Con.</b>              |  |                        |  |                        |   |                        |   |                        |
|            | <b>Washington, DC—MD—VA—WV PMSA—Con.</b>                        |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                     |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                          |  |                        |  |                        |   |                        |   |                        |
| 4229       | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42291      | Farm supplies whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229101    | Farm supplies—farm dealers .....                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229102    | Farm supplies—whsle distributors .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42292      | Book, periodical, & newspaper whsle .....                       | .8                                       | 5.3                    | D  | D                      | —   | 5.5                    | —   | —                      |
| 422920     | Book, periodical, & newspaper whsle .....                       | .8                                       | 5.3                    | D  | D                      | —   | 5.5                    | —   | —                      |
| 42293      | Flower, nursery stock, & florists' supplies whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422930     | Flower, nursery stock, & florists' supplies whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42295      | Paint, varnish, & supplies whsle .....                          | .4                                       | 2.6                    | D  | D                      | D   | D                      | —   | —                      |
| 422950     | Paint, varnish, & supplies whsle .....                          | .4                                       | 2.6                    | D  | D                      | D   | D                      | —   | —                      |
| 4229501    | Paint, varnish, & supplies whsle .....                          | .4                                       | 2.6                    | D  | D                      | D   | D                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whsle .....                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422990     | Other miscellaneous nondurable goods whsle .....                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4229901    | Art goods whsle .....   | 8.0                                      | 2.3                    | D  | D                      | —   | —                      | D   | D                      |
| 4229902    | General merchandise (nondurable goods) whsle .....              | 40.2                                     | 10.7                   | D  | D                      | —   | —                      | —   | —                      |
| 4229904    | Other nondurable goods whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>AREA OUTSIDE VIRGINIA METROPOLITAN AREAS</b>                 |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                                    | <b>4.0</b>                               | <b>3.3</b>             | <b>6.1</b>                               | <b>3.6</b>             | <b>—</b>  | <b>4.0</b>             | <b>.2</b>   | <b>—</b>               |
| 421        | Wholesale trade, durable goods .....                            | 5.5                                      | 2.9                    | 9.2                                      | 4.4                    | —   | 1.2                    | .2  | —                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....      | 4.6                                      | 1.9                    | D  | D                      | —   | —                      | D   | D                      |
| 42111      | Automobile & other motor vehicle whsle .....                    | 3.5                                      | 1.2                    | D  | D                      | —   | —                      | D   | D                      |
| 421110     | Automobile & other motor vehicle whsle .....                    | 3.5                                      | 1.2                    | D  | D                      | —   | —                      | D   | D                      |
| 4211101    | Automobile & motorcycle whsle .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4211104    | Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112      | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120     | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors ..... | 19.3                                     | 5.9                    | D  | D                      | —   | —                      | —   | —                      |
| 4211202    | Motor vehicle supplies & new parts—jobbers .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42113      | Tire & tube whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421130     | Tire & tube whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42114      | Motor vehicle parts, (used) whsle .....                         | 12.8                                     | 7.2                    | 12.8                                     | 7.2                    | —   | —                      | —   | —                      |
| 421140     | Motor vehicle parts, (used) whsle .....                         | 12.8                                     | 7.2                    | 12.8                                     | 7.2                    | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle .....                        | 1.9                                      | .8                     | D  | D                      | —   | —                      | D   | D                      |
| 42121      | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421210     | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4212101    | Household & lawn furniture whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212102    | Office & business furniture whsle .....                         | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42122      | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421220     | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212203    | Floor coverings whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle .....               | 3.7                                      | .1                     | D  | D                      | D   | D                      | —   | —                      |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....             | 3.3                                      | .1                     | D  | D                      | D   | D                      | —   | —                      |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....             | 3.3                                      | .1                     | D  | D                      | D   | D                      | —   | —                      |
| 4213101    | Lumber without yard whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213102    | Lumber with yard whsle .....                                    | 11.3                                     | .1                     | 11.3                                     | .1                     | —   | —                      | —   | —                      |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle .....             | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42133      | Roofing, siding, & insulation material whsle .....              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421330     | Roofing, siding, & insulation material whsle .....              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213301    | Roofing, siding, & insulation material whsle .....              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business  | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>AREA OUTSIDE VIRGINIA METROPOLITAN AREAS—Con.</b>                        |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42142      | Office equipment whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421420     | Office equipment whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | D  | D                      | 8.9                                      | 2.4                    | D   | D                      | —   | —                      |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | D  | D                      | 8.9                                      | 2.4                    | D   | D                      | —   | —                      |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42144      | Other commercial equipment whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421440     | Other commercial equipment whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42149      | Other professional equipment & supplies whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421490     | Other professional equipment & supplies whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214902    | Other professional equipment & supplies whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 8.9                                      | .1                     | D  | D                      | —   | —                      | D   | D                      |
| 42151      | Metal service centers & offices . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510     | Metal service centers & offices . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151011   | Ferrous metal service centers . . . . .                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215201    | Coal whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216       | Electrical goods whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42171      | Hardware whsle . . . . .  | 1.0                                      | .5                     | 1.0                                      | .5                     | —   | —                      | —   | —                      |
| 421710     | Hardware whsle . . . . .  | 1.0                                      | .5                     | 1.0                                      | .5                     | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 7.4                                      | 6.1                    | D  | D                      | D   | D                      | D   | D                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | .4                                       | 9.5                    | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | .4                                       | 9.5                    | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218201    | Farm machinery & equipment—farm dealers . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                     | 14.0                                     | —                      | 14.0                                     | —                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 16.1                                     | 7.9                    | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 16.1                                     | 7.9                    | D  | D                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | 3.9                                      | 4.6                    | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle . . . . .                                | —  | 23.8                   | —  | 23.8                   | —   | —                      | —   | —                      |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                      | 61.2                                     | 5.8                    | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .   | 3.8                                      | 4.5                    | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .   | 3.8                                      | 4.5                    | D  | D                      | —   | —                      | —   | —                      |
| 4218401    | General-line industrial supplies whsle . . . . .                            | 6.7                                      | 24.0                   | 6.7                                      | 24.0                   | —   | —                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                      | 1.7                                      | —                      | 1.7                                      | —                      | —   | —                      | —   | —                      |
| 4218403    | Welding supplies whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218406    | Other industrial supplies whsle . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218504    | Other service establishment equipment & supplies whsle . . . . .            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.



**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>AREA OUTSIDE VIRGINIA METROPOLITAN AREAS—Con.</b>                    |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                                     |  |                        |  |                        |   |                        |   |                        |
| 4219       | Miscellaneous durable goods whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42191      | Sporting & recreational goods & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421910     | Sporting & recreational goods & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42192      | Toy & hobby goods & supplies whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421920     | Toy & hobby goods & supplies whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle .....   | 3.7                                      | 1.6                    | D  | D                      | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle .....   | 3.7                                      | 1.6                    | D  | D                      | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193011   | Iron & steel scrap processors (using power processing equipment) .....  | .2                                       | 2.4                    | .2                                       | 2.4                    | —   | —                      | —   | —                      |
| 4219303    | Other recyclable material whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219902    | Forest products (except lumber) whsle .....                             | 11.3                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4219906    | Other durable goods whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                 | 2.7                                      | 3.6                    | 3.8                                      | 3.1                    | —   | 7.6                    | .2  | —                      |
| 4221       | Paper & paper product whsle .....                                       | .1                                       | 2.8                    | D  | D                      | D   | D                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle .....                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42213      | Industrial & personal service paper whsle .....                         | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422130     | Industrial & personal service paper whsle .....                         | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4222       | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42221      | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422210     | Drugs, & druggists' sundries whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222101    | General-line drugs whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle .....                             | 1.5                                      | .1                     | D  | D                      | D   | D                      | —   | —                      |
| 42232      | Men's & boys' clothing & furnishings whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422320     | Men's & boys' clothing & furnishings whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                                  | 2.6                                      | 6.1                    | 3.2                                      | 3.3                    | D   | D                      | D   | D                      |
| 42241      | General-line grocery whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42242      | Packaged frozen food whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422420     | Packaged frozen food whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42243      | Dairy products, (except dried or canned) whsle .....                    | 2.0                                      | 30.3                   | D  | D                      | —   | —                      | —   | —                      |
| 422430     | Dairy products, (except dried or canned) whsle .....                    | 2.0                                      | 30.3                   | D  | D                      | —   | —                      | —   | —                      |
| 4224302    | Dairy product (except raw milk) whsle .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42244      | Poultry & poultry product whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422440     | Poultry & poultry product whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224402    | Poultry & poultry product (except live) whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42245      | Confectionery whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422450     | Confectionery whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42246      | Fish & seafood whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422460     | Fish & seafood whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42248      | Fresh fruit & vegetable whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422480     | Fresh fruit & vegetable whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4224901    | Coffee, tea, & spice whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224902    | Bread & baked goods whsle .....   | 3.4                                      | 2.5                    | —  | —                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whsle .....   | .1                                       | 2.0                    | .4                                       | —                      | —   | 2.5                    | —   | —                      |
| 4225       | Farm-product raw material whsle .....                                   | 1.8                                      | 4.2                    | D  | D                      | —   | —                      | D   | D                      |
| 42251      | Grain & field bean whsle .....  | 3.0                                      | 10.7                   | 3.0                                      | 10.7                   | —   | —                      | —   | —                      |
| 422510     | Grain & field bean whsle .....  | 3.0                                      | 10.7                   | 3.0                                      | 10.7                   | —   | —                      | —   | —                      |
| 42252      | Livestock whsle .....   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422520     | Livestock whsle .....   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42259      | Other farm product raw material whsle .....                             | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422590     | Other farm product raw material whsle .....                             | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4225902    | Leaf tobacco whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business                                   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>AREA OUTSIDE VIRGINIA METROPOLITAN AREAS—Con.</b>                   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                                 |  |                        |  |                        |   |                        |   |                        |
| 4227       | Petroleum & petroleum products whsle .....                             | .5                                       | .1                     | D  | D                      | —   | —                      | D   | D                      |
| 42271      | Petroleum bulk stations & terminals .....                              | —  | —                      | D  | D                      | —   | —                      | D   | D                      |
| 422710     | Petroleum bulk stations & terminals .....                              | —  | —                      | D  | D                      | —   | —                      | D   | D                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 6.4                                      | 1.8                    | 6.4                                      | 1.8                    | —   | —                      | —   | —                      |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 6.4                                      | 1.8                    | 6.4                                      | 1.8                    | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle .....   | .7                                       | 3.6                    | .7                                       | 3.6                    | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....   | .7                                       | 3.6                    | .7                                       | 3.6                    | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                             | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42291      | Farm supplies whsle .....  | 3.2                                      | 1.7                    | 5.2                                      | 2.8                    | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle .....  | 3.2                                      | 1.7                    | 5.2                                      | 2.8                    | —   | —                      | —   | —                      |
| 4229101    | Farm supplies—farm dealers .....                                       | 5.4                                      | 1.5                    | D  | D                      | D   | D                      | —   | —                      |
| 4229102    | Farm supplies—whsle distributors .....                                 | —  | 2.1                    | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle .....                                  | 20.9                                     | —                      | 20.9                                     | —                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle .....                                  | 20.9                                     | —                      | 20.9                                     | —                      | —   | —                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whsle .                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422990     | Other miscellaneous nondurable goods whsle .....                       | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4229901    | Art goods whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4229904    | Other nondurable goods whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

<sup>1</sup>Includes sales information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

**Table 5. Summary Statistics for Counties: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                  | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|-----------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>ACCOMACK COUNTY, VA</b>  |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                   | <b>Wholesale trade .....</b>                                    | <b>36</b>               | <b>47 107</b>   | <b>5 502</b>             | <b>1 595</b>                    | <b>250</b>  | <b>10 652</b>                | <b>3 584</b>                       | <b>4 450</b>                       |
| 421                         | Wholesale trade, durable goods .....                            | 7                       | 7 952           | 751                      | 181                             | 48  | 1 320                        | 2 198                              | 2 491                              |
| 422                         | Wholesale trade, nondurable goods .....                         | 29                      | 39 155          | 4 751                    | 1 414                           | 202   | 9 332                        | 1 386                              | 1 959                              |
| 4224                        | Grocery & related products whsle .....                          | 20                      | 25 885          | 2 624                    | 749                             | 128   | 5 347                        | 76                                 | 538                                |
| 42246                       | Fish & seafood whsle .....                                      | 11                      | 6 724           | 610                      | 144                             | 31  | 1 698                        | 36                                 | 91                                 |
| 422460                      | Fish & seafood whsle .....                                      | 11                      | 6 724           | 610                      | 144                             | 31  | 1 698                        | 36                                 | 91                                 |
|                             | <b>Merchant wholesalers .....</b>                               | <b>31</b>               | <b>37 065</b>   | <b>4 356</b>             | <b>1 294</b>                    | <b>212</b>  | <b>8 838</b>                 | <b>3 584</b>                       | <b>4 450</b>                       |
| 421                         | Wholesale trade, durable goods .....                            | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                         | Wholesale trade, nondurable goods .....                         | 25                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224                        | Grocery & related products whsle .....                          | 16                      | 17 843          | 1 504                    | 457                             | 92  | 3 598                        | 76                                 | 538                                |
| 42246                       | Fish & seafood whsle .....                                      | 11                      | 6 724           | 610                      | 144                             | 31  | 1 698                        | 36                                 | 91                                 |
| 422460                      | Fish & seafood whsle .....                                      | 11                      | 6 724           | 610                      | 144                             | 31  | 1 698                        | 36                                 | 91                                 |
|                             | <b>Manufacturers' sales branches and sales offices ..</b>       | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
|                             | <b>Agents, brokers, and commission merchants .....</b>          | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>ALBEMARLE COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                   | <b>Wholesale trade .....</b>                                    | <b>64</b>               | <b>181 629</b>  | <b>20 513</b>            | <b>4 789</b>                    | <b>547</b>  | <b>31 837</b>                | <b>10 002</b>                      | <b>9 412</b>                       |
| 421                         | Wholesale trade, durable goods .....                            | 47                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4213                        | Lumber & other construction materials whsle .....               | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                        | Professional & commercial equipment & supplies whsle .....      | 14                      | 27 734          | 10 716                   | 2 349                           | 186   | 13 771                       | 1 393                              | 1 461                              |
| 42143                       | Computer & computer peripheral equipment & software whsle ..... | 7                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421430                      | Computer & computer peripheral equipment & software whsle ..... | 7                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215                        | Metal & mineral (except petroleum) whsle .....                  | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4218                        | Machinery, equipment, & supplies whsle .....                    | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42185                       | Service establishment equipment & supplies whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421850                      | Service establishment equipment & supplies whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218502                     | Custodial, janitors' equipment & supplies whsle .....           | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                         | Wholesale trade, nondurable goods .....                         | 17                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224                        | Grocery & related products whsle .....                          | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42243                       | Dairy products, (except dried or canned) whsle .....            | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422430                      | Dairy products, (except dried or canned) whsle .....            | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4224302                     | Dairy product (except raw milk) whsle .....                     | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42249                       | Other grocery & related products whsle .....                    | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422490                      | Other grocery & related products whsle .....                    | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                             | <b>Merchant wholesalers .....</b>                               | <b>52</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                         | Wholesale trade, durable goods .....                            | 38                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4213                        | Lumber & other construction materials whsle .....               | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                        | Professional & commercial equipment & supplies whsle .....      | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42143                       | Computer & computer peripheral equipment & software whsle ..... | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421430                      | Computer & computer peripheral equipment & software whsle ..... | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218                        | Machinery, equipment, & supplies whsle .....                    | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42185                       | Service establishment equipment & supplies whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421850                      | Service establishment equipment & supplies whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218502                     | Custodial, janitors' equipment & supplies whsle .....           | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                         | Wholesale trade, nondurable goods .....                         | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224                        | Grocery & related products whsle .....                          | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42249                       | Other grocery & related products whsle .....                    | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422490                      | Other grocery & related products whsle .....                    | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                             | <b>Manufacturers' sales branches and sales offices ..</b>       | <b>4</b>                | <b>7 720</b>    | <b>603</b>               | <b>145</b>                      | <b>13</b>   | <b>996</b>                   | <b>324</b>                         | <b>348</b>                         |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                       | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|----------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>ALBEMARLE COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                  | <b>Agents, brokers, and commission merchants .....</b>     | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                              | Wholesale trade, durable goods .....                       | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                              | Wholesale trade, nondurable goods .....                    | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4224                             | Grocery & related products whsle .....                     | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>ALLEGHANY COUNTY, VA</b>      |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                        | <b>Wholesale trade .....</b>                               | <b>8</b>                | <b>2 757</b>    | <b>666</b>               | <b>150</b>                      | <b>31</b>   | <b>1 207</b>                 | <b>472</b>                         | <b>458</b>                         |
|                                  | <b>Merchant wholesalers .....</b>                          | <b>8</b>                | <b>2 757</b>    | <b>666</b>               | <b>150</b>                      | <b>31</b>   | <b>1 207</b>                 | <b>472</b>                         | <b>458</b>                         |
| <b>AMELIA COUNTY, VA</b>         |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                        | <b>Wholesale trade .....</b>                               | <b>9</b>                | <b>41 092</b>   | <b>4 790</b>             | <b>924</b>                      | <b>167</b>  | <b>11 151</b>                | <b>5 345</b>                       | <b>5 040</b>                       |
| 421                              | Wholesale trade, durable goods .....                       | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4211                             | Motor vehicle & motor vehicle parts & supplies whsle ..... | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42111                            | Automobile & other motor vehicle whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421110                           | Automobile & other motor vehicle whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                              | Wholesale trade, nondurable goods .....                    | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224                             | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|                                  | <b>Merchant wholesalers .....</b>                          | <b>9</b>                | <b>41 092</b>   | <b>4 790</b>             | <b>924</b>                      | <b>167</b>  | <b>11 151</b>                | <b>5 345</b>                       | <b>5 040</b>                       |
| 421                              | Wholesale trade, durable goods .....                       | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4211                             | Motor vehicle & motor vehicle parts & supplies whsle ..... | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                              | Wholesale trade, nondurable goods .....                    | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224                             | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| <b>AMHERST COUNTY, VA</b>        |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                        | <b>Wholesale trade .....</b>                               | <b>18</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                              | Wholesale trade, durable goods .....                       | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215                             | Metal & mineral (except petroleum) whsle .....             | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42151                            | Metal service centers & offices .....                      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421510                           | Metal service centers & offices .....                      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4215101                          | Ferrous metal service centers & sales offices .....        | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                             | Miscellaneous durable goods whsle ...                      | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                              | Wholesale trade, nondurable goods .....                    | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4229                             | Miscellaneous nondurable goods whsle .....                 | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42294                            | Tobacco & tobacco product whsle ...                        | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422940                           | Tobacco & tobacco product whsle ...                        | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|                                  | <b>Merchant wholesalers .....</b>                          | <b>16</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                              | Wholesale trade, durable goods .....                       | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215                             | Metal & mineral (except petroleum) whsle .....             | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42151                            | Metal service centers & offices .....                      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421510                           | Metal service centers & offices ...                        | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4215101                          | Ferrous metal service centers & sales offices .....        | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                             | Miscellaneous durable goods whsle ...                      | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                              | Wholesale trade, nondurable goods .....                    | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4229                             | Miscellaneous nondurable goods whsle .....                 | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|                                  | <b>Agents, brokers, and commission merchants .....</b>     | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>APPOMATTOX COUNTY, VA</b>     |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                        | <b>Wholesale trade .....</b>                               | <b>9</b>                | <b>5 735</b>    | <b>868</b>               | <b>212</b>                      | <b>50</b>   | <b>1 964</b>                 | <b>498</b>                         | <b>553</b>                         |
| 421                              | Wholesale trade, durable goods .....                       | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                                  | <b>Merchant wholesalers .....</b>                          | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                              | Wholesale trade, durable goods .....                       | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                                  | <b>Agents, brokers, and commission merchants .....</b>     | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                  | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|-----------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>ARLINGTON COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                   | <b>Wholesale trade .....</b>  | <b>110</b>              | <b>819 781</b>  | <b>57 242</b>            | <b>16 839</b>                   | <b>1 208</b>  | <b>93 557</b>                | <b>31 235</b>                                  | <b>29 608</b>                                  |
| 421                         | Wholesale trade, durable goods .....                                | 79                      | 656 474         | 47 592                   | 14 204                          | 919   | 74 759                       | 20 057   | 19 079   |
| 4211                        | Motor vehicle & motor vehicle parts & supplies whsle .....          | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                       | Automobile & other motor vehicle whsle .....                        | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110                      | Automobile & other motor vehicle whsle .....                        | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42112                       | Motor vehicle supplies & new parts whsle .....                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421120                      | Motor vehicle supplies & new parts whsle .....                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213                        | Lumber & other construction materials whsle .....                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42139                       | Other construction materials whsle ..                               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421390                      | Other construction materials whsle .....                            | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213902                     | Other construction materials whsle .....                            | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                        | Professional & commercial equipment & supplies whsle .....          | 21                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42142                       | Office equipment whsle .....  | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421420                      | Office equipment whsle .....  | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143                       | Computer & computer peripheral equipment & software whsle .....     | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421430                      | Computer & computer peripheral equipment & software whsle .....     | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214301                     | Computer & peripheral equipment whsle .....                         | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143011                    | Computers & peripheral equipment for resale .....                   | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42143012                    | Computers & peripheral equipment for end use .....                  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                        | Electrical goods whsle .....  | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42169                       | Other electronic parts & equipment whsle .....                      | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421690                      | Other electronic parts & equipment whsle .....                      | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4216901                     | Communications equipment & supplies whsle .....                     | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216902                     | Electronic parts (excluding communications equipment) whsle .....   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                        | Machinery, equipment, & supplies whsle .....                        | 10                      | 22 718          | 2 876                    | 563                             | 57  | 5 125                        | 1 286  | 1 060  |
| 42186                       | Transportation equipment & supplies (exc motor vehicle) whsle ..... | 6                       | 17 000          | 1 741                    | 350                             | 31  | 2 902                        | 789  | 563  |
| 421860                      | Transportation equipment & supplies (exc motor vehicle) whsle ..... | 6                       | 17 000          | 1 741                    | 350                             | 31  | 2 902                        | 789  | 563  |
| 4219                        | Miscellaneous durable goods whsle ...                               | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                         | Wholesale trade, nondurable goods .....                             | 31                      | 163 307         | 9 650                    | 2 635                           | 289   | 18 798                       | 11 178   | 10 529   |
| 4221                        | Paper & paper product whsle .....                                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42212                       | Stationery & office supplies whsle ...                              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422120                      | Stationery & office supplies whsle .....                            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                        | Grocery & related products whsle .....                              | 10                      | 24 620          | 2 287                    | 564                             | 93  | 4 302                        | 1 932  | 549  |
| 4226                        | Chemical & allied products whsle .....                              | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269                       | Other chemical & allied products whsle .....                        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690                      | Other chemical & allied products whsle .....                        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902                     | Other chemical & allied products whsle .....                        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                        | Miscellaneous nondurable goods whsle .....                          | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42292                       | Book, periodical, & newspaper whsle .....                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422920                      | Book, periodical, & newspaper whsle .....                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                             | <b>Merchant wholesalers .....</b>                                   | <b>85</b>               | <b>440 901</b>  | <b>21 176</b>            | <b>4 658</b>                    | <b>608</b>  | <b>40 153</b>                | <b>17 784</b>                                  | <b>16 872</b>                                  |
| 421                         | Wholesale trade, durable goods .....                                | 61                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                        | Motor vehicle & motor vehicle parts & supplies whsle .....          | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                       | Automobile & other motor vehicle whsle .....                        | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110                      | Automobile & other motor vehicle whsle .....                        | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42112                       | Motor vehicle supplies & new parts whsle .....                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421120                      | Motor vehicle supplies & new parts whsle .....                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                       | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>ARLINGTON COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 421                              | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4213                             | Lumber & other construction materials whsle .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42139                            | Other construction materials whsle ..                                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421390                           | Other construction materials whsle .....                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213902                          | Other construction materials whsle .....                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                             | Professional & commercial equipment & supplies whsle .....             | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143                            | Computer & computer peripheral equipment & software whsle .....        | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421430                           | Computer & computer peripheral equipment & software whsle .....        | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214301                          | Computer & peripheral equipment whsle .....                            | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143011                         | Computers & peripheral equipment for resale .....                      | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4216                             | Electrical goods whsle .....   | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169                            | Other electronic parts & equipment whsle .....                         | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690                           | Other electronic parts & equipment whsle .....                         | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216902                          | Electronic parts (excluding communications equipment) whsle .....      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whsle .....                           | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                             | Miscellaneous durable goods whsle ...                                  | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                              | Wholesale trade, nondurable goods .....                                | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                             | Grocery & related products whsle .....                                 | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Manufacturers' sales branches and sales offices ..</b>              | <b>16</b>               | <b>357 225</b>  | <b>35 016</b>            | <b>11 936</b>                   | <b>570</b>  | <b>51 381</b>                | <b>13 451</b>                                  | <b>12 736</b>                                  |
| 421                              | Wholesale trade, durable goods .....                                   | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214                             | Professional & commercial equipment & supplies whsle .....             | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216                             | Electrical goods whsle .....   | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169                            | Other electronic parts & equipment whsle .....                         | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690                           | Other electronic parts & equipment whsle .....                         | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216902                          | Electronic parts (excluding communications equipment) whsle .....      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                              | Wholesale trade, nondurable goods .....                                | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226                             | Chemical & allied products whsle .....                                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269                            | Other chemical & allied products whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690                           | Other chemical & allied products whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                             | Miscellaneous nondurable goods whsle .....                             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Agents, brokers, and commission merchants .....</b>                 | <b>9</b>                | <b>21 655</b>   | <b>1 050</b>             | <b>245</b>                      | <b>30</b>   | <b>2 023</b>                 | <b>-</b>                                       | <b>-</b>                                       |
| 421                              | Wholesale trade, durable goods .....                                   | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>AUGUSTA COUNTY, VA</b>        |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                        | <b>Wholesale trade .....</b>   | <b>54</b>               | <b>153 845</b>  | <b>16 829</b>            | <b>3 999</b>                    | <b>622</b>  | <b>31 983</b>                | <b>15 912</b>                                  | <b>18 765</b>                                  |
| 421                              | Wholesale trade, durable goods .....                                   | 32                      | 77 166          | 7 952                    | 2 024                           | 309   | 15 997                       | 11 140   | 13 773   |
| 4213                             | Lumber & other construction materials whsle .....                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                             | Professional & commercial equipment & supplies whsle .....             | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whsle .....                           | 9                       | 27 513          | 3 040                    | 908                             | 118   | 4 996                        | 5 278  | 7 243  |
| 42181                            | Construction & mining (except petroleum) machinery & equip whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421810                           | Construction & mining (except petroleum) machinery & equip whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                             | Miscellaneous durable goods whsle ...                                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                     | Geographic area, type of operation, and kind of business         | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>AUGUSTA COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade—Con.</b>                                      |                         |                 |                          |                                 |   |                              |  |  |
| 422                            | Wholesale trade, nondurable goods . . . . .                      | 22                      | 76 679          | 8 877                    | 1 975                           | 313   | 15 986                       | 4 772  | 4 992  |
| 4224                           | Grocery & related products whsle . . . . .                       | 6                       | 28 453          | 3 055                    | 761                             | 118   | 5 831                        | 1 789  | 1 670  |
| 42249                          | Other grocery & related products whsle . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                         | Other grocery & related products whsle . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903                        | Soft drinks whsle . . . . .                                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4228                           | Beer, wine, & distilled alcoholic beverage whsle . . . . .       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42281                          | Beer & ale whsle . . . . .                                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422810                         | Beer & ale whsle . . . . .                                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                           | Miscellaneous nondurable goods whsle . . . . .                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42291                          | Farm supplies whsle . . . . .                                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910                         | Farm supplies whsle . . . . .                                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229101                        | Farm supplies—farm dealers . . . . .                             | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Merchant wholesalers . . . . .</b>                            | <b>51</b>               | <b>130 331</b>  | <b>14 807</b>            | <b>3 261</b>                    | <b>533</b>  | <b>27 992</b>                | <b>15 666</b>                                  | <b>16 870</b>                                  |
| 421                            | Wholesale trade, durable goods . . . . .                         | 31                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213                           | Lumber & other construction materials whsle . . . . .            | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                           | Professional & commercial equipment & supplies whsle . . . . .   | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle . . . . .                 | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                           | Miscellaneous durable goods whsle . . . . .                      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods . . . . .                      | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                           | Grocery & related products whsle . . . . .                       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                           | Miscellaneous nondurable goods whsle . . . . .                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42291                          | Farm supplies whsle . . . . .                                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910                         | Farm supplies whsle . . . . .                                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229101                        | Farm supplies—farm dealers . . . . .                             | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                            | Wholesale trade, nondurable goods . . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BATH COUNTY, VA</b>         |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade . . . . .</b>                                 | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods . . . . .                         | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                | <b>Merchant wholesalers . . . . .</b>                            | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BEDFORD COUNTY, VA</b>      |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade . . . . .</b>                                 | <b>34</b>               | <b>281 936</b>  | <b>4 771</b>             | <b>1 005</b>                    | <b>170</b>  | <b>10 266</b>                | <b>13 855</b>                                  | <b>15 536</b>                                  |
| 421                            | Wholesale trade, durable goods . . . . .                         | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle . . . . .                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                           | Miscellaneous durable goods whsle . . . . .                      | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods . . . . .                      | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                           | Petroleum & petroleum products whsle . . . . .                   | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271                          | Petroleum bulk stations & terminals . . . . .                    | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710                         | Petroleum bulk stations & terminals . . . . .                    | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227101                        | Petroleum bulk stations & terminals (except LP) . . . . .        | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                | <b>Merchant wholesalers . . . . .</b>                            | <b>24</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods . . . . .                         | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle . . . . .                 | 4                       | 5 654           | 1 212                    | 270                             | 38  | 2 342                        | 932  | 944  |

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| NAICS code                     | Geographic area, type of operation, and kind of business       | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|--------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>BEDFORD COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                | <b>Manufacturers' sales branches and sales offices . . .</b>   | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                            | Wholesale trade, nondurable goods . . . .                      | 5                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4227                           | Petroleum & petroleum products                                 |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                | whsle . . . . .  | 5                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42271                          | Petroleum bulk stations & terminals . .                        | 5                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422710                         | Petroleum bulk stations & terminals . . . . .                  | 5                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4227101                        | Petroleum bulk stations & terminals (except LP) . . . . .      | 5                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|                                | <b>Agents, brokers, and commission merchants . . . . .</b>     | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>BLAND COUNTY, VA</b>        |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                      | <b>Wholesale trade . . . . .</b>                               | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                            | Wholesale trade, durable goods . . . . .                       | 4                       | 8 138           | 666                      | 130                             | 23  | 1 567                        | 1 743                              | 1 510                              |
| 4218                           | Machinery, equipment, & supplies whsle . . . . .               | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422                            | Wholesale trade, nondurable goods . . . .                      | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4222                           | Drugs, & druggists' sundries whsle . . . .                     | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42221                          | Drugs, & druggists' sundries whsle . . . .                     | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422210                         | Drugs, & druggists' sundries whsle . . . . .                   | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|                                | <b>Merchant wholesalers . . . . .</b>                          | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                            | Wholesale trade, durable goods . . . . .                       | 4                       | 8 138           | 666                      | 130                             | 23  | 1 567                        | 1 743                              | 1 510                              |
| 4218                           | Machinery, equipment, & supplies whsle . . . . .               | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422                            | Wholesale trade, nondurable goods . . . .                      | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4222                           | Drugs, & druggists' sundries whsle . . . .                     | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42221                          | Drugs, & druggists' sundries whsle . . . .                     | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422210                         | Drugs, & druggists' sundries whsle . . . . .                   | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| <b>BOTETOURT COUNTY, VA</b>    |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                      | <b>Wholesale trade . . . . .</b>                               | <b>34</b>               | <b>213 912</b>  | <b>12 524</b>            | <b>2 710</b>                    | <b>464</b>  | <b>23 010</b>                | <b>21 710</b>                      | <b>22 836</b>                      |
| 421                            | Wholesale trade, durable goods . . . . .                       | 23                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42111                          | Automobile & other motor vehicle whsle . . . . .               | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421110                         | Automobile & other motor vehicle whsle . . . . .               | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211105                        | Heavy truck & tractor (over 26,000 lb) whsle . . . . .         | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218                           | Machinery, equipment, & supplies whsle . . . . .               | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                            | Wholesale trade, nondurable goods . . . .                      | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4228                           | Beer, wine, & distilled alcoholic beverage whsle . . . . .     | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229                           | Miscellaneous nondurable goods whsle . . . . .                 | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42291                          | Farm supplies whsle . . . . .                                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422910                         | Farm supplies whsle . . . . .                                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229102                        | Farm supplies—whsle distributors . . . . .                     | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                                | <b>Merchant wholesalers . . . . .</b>                          | <b>28</b>               | <b>185 838</b>  | <b>11 786</b>            | <b>2 554</b>                    | <b>432</b>  | <b>21 668</b>                | <b>19 229</b>                      | <b>20 499</b>                      |
| 421                            | Wholesale trade, durable goods . . . . .                       | 19                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42111                          | Automobile & other motor vehicle whsle . . . . .               | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421110                         | Automobile & other motor vehicle whsle . . . . .               | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211105                        | Heavy truck & tractor (over 26,000 lb) whsle . . . . .         | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218                           | Machinery, equipment, & supplies whsle . . . . .               | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                            | Wholesale trade, nondurable goods . . . .                      | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4229                           | Miscellaneous nondurable goods whsle . . . . .                 | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42291                          | Farm supplies whsle . . . . .                                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422910                         | Farm supplies whsle . . . . .                                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229102                        | Farm supplies—whsle distributors . . . . .                     | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                                | <b>Manufacturers' sales branches and sales offices . . .</b>   | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |



**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code   | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BOTETOURT COUNTY, VA—Con.</b>                       |  |                         |                 |                          |                                 |   |                              |  |  |
|  | <b>Agents, brokers, and commission merchants</b> .....                 | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422  | Wholesale trade, nondurable goods .....                                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>BRUNSWICK COUNTY, VA</b>                            |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade</b> .....   | <b>7</b>                | <b>27 625</b>   | <b>1 349</b>             | <b>245</b>                      | <b>54</b>   | <b>2 521</b>                 | <b>810</b>                                     | <b>856</b>                                     |
| 421  | Wholesale trade, durable goods .....                                   | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle ...                                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42199  | Other miscellaneous durable goods whsle .....                          | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990   | Other miscellaneous durable goods whsle .....                          | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods .....                                | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers</b> .....                      |  |                         |                 |                          |                                 |   |                              |  |  |
|  | <b>Wholesale trade, durable goods</b> .....                            | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 4219   | Miscellaneous durable goods whsle ...                                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42199  | Other miscellaneous durable goods whsle .....                          | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990   | Other miscellaneous durable goods whsle .....                          | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods .....                                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants</b> ..... |  |                         |                 |                          |                                 |   |                              |  |  |
|  | <b>Agents, brokers, and commission merchants</b> .....                 | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BUCHANAN COUNTY, VA</b>                             |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade</b> .....   | <b>34</b>               | <b>140 340</b>  | <b>8 708</b>             | <b>1 781</b>                    | <b>296</b>  | <b>20 668</b>                | <b>13 366</b>                                  | <b>13 753</b>                                  |
| 421  | Wholesale trade, durable goods .....                                   | 25                      | 78 509          | 5 332                    | 919                             | 179   | 11 544                       | 10 065   | 10 365   |
| 4215   | Metal & mineral (except petroleum) whsle .....                         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle .....                           | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42181  | Construction & mining (except petroleum) machinery & equip whsle ..... | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421810   | Construction & mining (except petroleum) machinery & equip whsle ..... | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods .....                                | 9                       | 61 831          | 3 376                    | 862                             | 117   | 9 124                        | 3 301  | 3 388  |
| 4226   | Chemical & allied products whsle ....                                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle .....                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle .....                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle .....                             | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419  | 1 448  |
| 42271  | Petroleum bulk stations & terminals .                                  | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419  | 1 448  |
| 422710   | Petroleum bulk stations & terminals .....                              | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419  | 1 448  |
| 4227101  | Petroleum bulk stations & terminals (except LP) .....                  | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419  | 1 448  |
| 42271011   | Petroleum bulk stations (except LP) .....                              | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers</b> .....                      |  |                         |                 |                          |                                 |   |                              |  |  |
|  | <b>Wholesale trade, durable goods</b> .....                            | <b>22</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 4215   | Metal & mineral (except petroleum) whsle .....                         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle .....                           | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42181  | Construction & mining (except petroleum) machinery & equip whsle ..... | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421810   | Construction & mining (except petroleum) machinery & equip whsle ..... | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods .....                                | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle ....                                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle .....                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle .....                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle .....                             | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419  | 1 448  |
| 42271  | Petroleum bulk stations & terminals .                                  | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419  | 1 448  |
| 422710   | Petroleum bulk stations & terminals .....                              | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419  | 1 448  |
| 4227101  | Petroleum bulk stations & terminals (except LP) .....                  | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419  | 1 448  |
| 42271011   | Petroleum bulk stations (except LP) .....                              | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
|            | <b>BUCHANAN COUNTY, VA—Con.</b>                                     |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | Manufacturers' sales branches and sales offices . . .               | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|            | Agents, brokers, and commission merchants . . . . .                 | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|            | <b>BUCKINGHAM COUNTY, VA</b>  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42         | Wholesale trade . . . . .   | 5                       | 6 595           | 291                      | 45                              | 16  | 817                          | 18                                 | 23                                 |
| 421        | Wholesale trade, durable goods . . . . .                            | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4219       | Miscellaneous durable goods whsle . . .                             | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                   | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                   | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|            | Merchant wholesalers . . . . .                                      | 5                       | 6 595           | 291                      | 45                              | 16  | 817                          | 18                                 | 23                                 |
| 421        | Wholesale trade, durable goods . . . . .                            | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4219       | Miscellaneous durable goods whsle . . .                             | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                   | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                   | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|            | <b>CAMPBELL COUNTY, VA</b>  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42         | Wholesale trade . . . . .   | 53                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 421        | Wholesale trade, durable goods . . . . .                            | 35                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42111      | Automobile & other motor vehicle whsle . . . . .                    | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421110     | Automobile & other motor vehicle whsle . . . . .                    | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211102    | Bus & recreational vehicle whsle . . . . .                          | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42114      | Motor vehicle parts, (used) whsle . . .                             | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421140     | Motor vehicle parts, (used) whsle . . .                             | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212       | Furniture & home furnishings whsle . . .                            | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . . | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                    | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42183      | Industrial machinery & equipment whsle . . . . .                    | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421830     | Industrial machinery & equipment whsle . . . . .                    | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219       | Miscellaneous durable goods whsle . . .                             | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods . . . . .                         | 18                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4222       | Drugs, & druggists' sundries whsle . . .                            | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42221      | Drugs, & druggists' sundries whsle . . .                            | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422210     | Drugs, & druggists' sundries whsle . . . . .                        | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4222101    | General-line drugs whsle . . . . .                                  | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224       | Grocery & related products whsle . . . . .                          | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|            | Merchant wholesalers . . . . .                                      | 50                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 421        | Wholesale trade, durable goods . . . . .                            | 32                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42111      | Automobile & other motor vehicle whsle . . . . .                    | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421110     | Automobile & other motor vehicle whsle . . . . .                    | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211102    | Bus & recreational vehicle whsle . . . . .                          | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42114      | Motor vehicle parts, (used) whsle . . .                             | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421140     | Motor vehicle parts, (used) whsle . . .                             | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . . | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                    | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219       | Miscellaneous durable goods whsle . . .                             | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code  | Geographic area, type of operation, and kind of business  | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>CAMPBELL COUNTY, VA—Con.</b>                           |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>Merchant wholesalers—Con.</b>                          |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422   | Wholesale trade, nondurable goods .....                   | 18                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4222  | Drugs, & druggists' sundries whsle . . . .                | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42221   | Drugs, & druggists' sundries whsle . . . .                | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422210  | Drugs, & druggists' sundries whsle . . . .                | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4222101   | General-line drugs whsle . . . . .                        | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224  | Grocery & related products whsle . . . . .                | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Agents, brokers, and commission merchants .....</b>    |   | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>CAROLINE COUNTY, VA</b>                                |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>   | <b>Wholesale trade .....</b>                              | <b>16</b>               | <b>27 842</b>   | <b>1 976</b>             | <b>461</b>                      | <b>74</b>   | <b>5 987</b>                 | <b>1 441</b>                       | <b>1 938</b>                       |
| 421   | Wholesale trade, durable goods .....                      | 12                      | 13 260          | 1 204                    | 303                             | 55  | 3 615                        | 993                                | 1 318                              |
| 4219  | Miscellaneous durable goods whsle . . . .                 | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                   | 4                       | 14 582          | 772                      | 158                             | 19  | 2 372                        | 448                                | 620                                |
| 4227  | Petroleum & petroleum products whsle . . . . .            | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42271   | Petroleum bulk stations & terminals . . . . .             | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422710  | Petroleum bulk stations & terminals . . . . .             | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |   | <b>16</b>               | <b>27 842</b>   | <b>1 976</b>             | <b>461</b>                      | <b>74</b>   | <b>5 987</b>                 | <b>1 441</b>                       | <b>1 938</b>                       |
| 421   | Wholesale trade, durable goods .....                      | 12                      | 13 260          | 1 204                    | 303                             | 55  | 3 615                        | 993                                | 1 318                              |
| 4219  | Miscellaneous durable goods whsle . . . .                 | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                   | 4                       | 14 582          | 772                      | 158                             | 19  | 2 372                        | 448                                | 620                                |
| 4227  | Petroleum & petroleum products whsle . . . . .            | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>CARROLL COUNTY, VA</b>                                 |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>   | <b>Wholesale trade .....</b>                              | <b>25</b>               | <b>42 912</b>   | <b>3 220</b>             | <b>731</b>                      | <b>164</b>  | <b>7 460</b>                 | <b>1 084</b>                       | <b>1 081</b>                       |
| 421   | Wholesale trade, durable goods .....                      | 12                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                   | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224  | Grocery & related products whsle . . . . .                | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |   | <b>23</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421   | Wholesale trade, durable goods .....                      | 11                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                   | 12                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224  | Grocery & related products whsle . . . . .                | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Manufacturers' sales branches and sales offices ..</b> |   | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>Agents, brokers, and commission merchants .....</b>    |   | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>CHARLES CITY COUNTY, VA</b>                            |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>   | <b>Wholesale trade .....</b>                              | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>Agents, brokers, and commission merchants .....</b>    |   | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>CHARLOTTE COUNTY, VA</b>                               |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>   | <b>Wholesale trade .....</b>                              | <b>10</b>               | <b>18 361</b>   | <b>2 382</b>             | <b>535</b>                      | <b>108</b>  | <b>4 752</b>                 | <b>1 397</b>                       | <b>1 524</b>                       |
| 421   | Wholesale trade, durable goods .....                      | 5                       | 10 986          | 1 842                    | 371                             | 67  | 3 463                        | 610                                | 651                                |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle..... | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                   | 5                       | 7 375           | 540                      | 164                             | 41  | 1 289                        | 787                                | 873                                |
| <b>Merchant wholesalers .....</b>                         |   | <b>10</b>               | <b>18 361</b>   | <b>2 382</b>             | <b>535</b>                      | <b>108</b>  | <b>4 752</b>                 | <b>1 397</b>                       | <b>1 524</b>                       |
| 421   | Wholesale trade, durable goods .....                      | 5                       | 10 986          | 1 842                    | 371                             | 67  | 3 463                        | 610                                | 651                                |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle..... | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                   | 5                       | 7 375           | 540                      | 164                             | 41  | 1 289                        | 787                                | 873                                |

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| NAICS code                     | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|--------------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>CHESTERFIELD COUNTY, VA</b> |   |                         |                  |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                      | <b>Wholesale trade . . . . .</b>  | <b>372</b>              | <b>1 447 492</b> | <b>116 289</b>           | <b>25 995</b>                   | <b>3 154</b>  | <b>214 024</b>               | <b>91 016</b>                      | <b>98 824</b>                      |
| 421                            | Wholesale trade, durable goods . . . . .                                    | 286                     | 1 066 946        | 94 532                   | 21 003                          | 2 586   | 169 607                      | 73 979                             | 82 250                             |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 22                      | 119 767          | 8 073                    | 1 990                           | 407   | 17 157                       | 16 152                             | 16 110                             |
| 42111                          | Automobile & other motor vehicle whsle . . . . .                            | 8                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421110                         | Automobile & other motor vehicle whsle . . . . .                            | 8                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211105                        | Heavy truck & tractor (over 26,000 lb) whsle . . . . .                      | 3                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42112                          | Motor vehicle supplies & new parts whsle . . . . .                          | 11                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421120                         | Motor vehicle supplies & new parts whsle . . . . .                          | 11                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211202                        | Motor vehicle supplies & new parts—jobbers . . . . .                        | 8                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42114                          | Motor vehicle parts, (used) whsle . . . . .                                 | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421140                         | Motor vehicle parts, (used) whsle . . . . .                                 | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212                           | Furniture & home furnishings whsle . . . . .                                | 13                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42121                          | Furniture whsle . . . . .   | 10                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421210                         | Furniture whsle . . . . .   | 10                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212101                        | Household & lawn furniture whsle . . . . .                                  | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213                           | Lumber & other construction materials whsle . . . . .                       | 15                      | 123 187          | 6 745                    | 1 478                           | 185   | 11 918                       | 6 044                              | 6 418                              |
| 42131                          | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 7                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421310                         | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 7                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213101                        | Lumber without yard whsle . . . . .   | 2                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42132                          | Brick, stone, & related construction materials whsle . . . . .              | 3                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421320                         | Brick, stone, & related construction materials whsle . . . . .              | 3                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42133                          | Roofing, siding, & insulation material whsle . . . . .                      | 2                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421330                         | Roofing, siding, & insulation material whsle . . . . .                      | 2                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4213301                        | Roofing, siding, & insulation material whsle . . . . .                      | 2                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42139                          | Other construction materials whsle . . . . .                                | 3                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421390                         | Other construction materials whsle . . . . .                                | 3                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4213902                        | Other construction materials whsle . . . . .                                | 3                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4214                           | Professional & commercial equipment & supplies whsle . . . . .              | 58                      | 126 516          | 17 262                   | 3 388                           | 421   | 30 898                       | 5 825                              | 7 758                              |
| 42143                          | Computer & computer peripheral equipment & software whsle . . . . .         | 17                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421430                         | Computer & computer peripheral equipment & software whsle . . . . .         | 17                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4214301                        | Computer & peripheral equipment whsle . . . . .                             | 12                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214302                        | Computer software (packaged) whsle . . . . .                                | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42144                          | Other commercial equipment whsle . . . . .                                  | 6                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421440                         | Other commercial equipment whsle . . . . .                                  | 6                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42145                          | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 16                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421450                         | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 16                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4214501                        | Surgical, medical, & hospital supplies whsle . . . . .                      | 15                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215                           | Metal & mineral (except petroleum) whsle . . . . .                          | 15                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151                          | Metal service centers & offices . . . . .                                   | 12                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421510                         | Metal service centers & offices . . . . .                                   | 12                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215101                        | Ferrous metal service centers & sales offices . . . . .                     | 10                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151011                       | Ferrous metal service centers . . . . .                                     | 5                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151012                       | Ferrous metal sales offices . . . . .                                       | 5                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4216                           | Electrical goods whsle . . . . .  | 49                      | 227 562          | 20 743                   | 4 490                           | 435   | 35 175                       | 10 466                             | 12 002                             |
| 42161                          | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 31                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421610                         | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 31                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42169                          | Other electronic parts & equipment whsle . . . . .                          | 16                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421690                         | Other electronic parts & equipment whsle . . . . .                          | 16                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4216901                        | Communications equipment & supplies whsle . . . . .                         | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4216902                        | Electronic parts (excluding communications equipment) whsle . . . . .       | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>CHESTERFIELD COUNTY, VA—Con.</b>                                   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                   |                         |                 |                          |                                 |   |                              |  |  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....       | 22                      | 48 241          | 3 495                    | 925                             | 94  | 6 857                        | 3 468  | 3 956  |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle .....       | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle .....       | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle .....  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle .....                          | 75                      | 260 379         | 27 225                   | 6 110                           | 693   | 45 590                       | 19 784   | 23 685   |
| 42182      | Farm & garden machinery & equipment whsle .....                       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820     | Farm & garden machinery & equipment whsle .....                       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218202    | Farm machinery & equipment—whsle distributors .....                   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle .....                          | 40                      | 134 108         | 15 995                   | 3 574                           | 376   | 25 829                       | 8 261  | 9 863  |
| 421830     | Industrial machinery & equipment whsle .....                          | 40                      | 134 108         | 15 995                   | 3 574                           | 376   | 25 829                       | 8 261  | 9 863  |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle ..... | 7                       | 21 869          | 2 013                    | 481                             | 44  | 3 026                        | 336  | 344  |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle .....      | 4                       | 14 765          | 1 614                    | 396                             | 32  | 2 087                        | 321  | 319  |
| 4218303    | General-purpose industrial machinery & equipment whsle .              | 15                      | 67 436          | 8 077                    | 1 769                           | 203   | 11 935                       | 5 574  | 6 971  |
| 4218307    | Other industrial machinery & equipment whsle .....                    | 13                      | 39 475          | 5 369                    | 1 185                           | 117   | 9 993                        | 2 254  | 2 438  |
| 42184      | Industrial supplies whsle .....                                       | 15                      | 82 249          | 5 601                    | 1 266                           | 115   | 8 605                        | 4 447  | 6 067  |
| 421840     | Industrial supplies whsle .....                                       | 15                      | 82 249          | 5 601                    | 1 266                           | 115   | 8 605                        | 4 447  | 6 067  |
| 4218402    | Mechanical power transmission supplies whsle .....                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218404    | Industrial containers & supplies whsle .....                          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42185      | Service establishment equipment & supplies whsle .....                | 8                       | 15 421          | 2 629                    | 627                             | 110   | 4 719                        | 1 884  | 1 474  |
| 421850     | Service establishment equipment & supplies whsle .....                | 8                       | 15 421          | 2 629                    | 627                             | 110   | 4 719                        | 1 884  | 1 474  |
| 4218501    | Beauty & barber shop equipment & supplies whsle ...                   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle ...                                 | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle .....                         | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle .....                         | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                               | 86                      | 380 546         | 21 757                   | 4 992                           | 568   | 44 417                       | 17 037   | 16 574   |
| 4221       | Paper & paper product whsle .....                                     | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42212      | Stationery & office supplies whsle ...                                | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422120     | Stationery & office supplies whsle .                                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223       | Apparel, piece goods, & notions whsle .                               | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224       | Grocery & related products whsle .....                                | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle .....                                | 25                      | 133 922         | 12 168                   | 2 750                           | 258   | 22 092                       | 8 994  | 9 336  |
| 42269      | Other chemical & allied products whsle .....                          | 18                      | 118 374         | 10 738                   | 2 463                           | 221   | 19 363                       | 7 812  | 7 941  |
| 422690     | Other chemical & allied products whsle .....                          | 18                      | 118 374         | 10 738                   | 2 463                           | 221   | 19 363                       | 7 812  | 7 941  |
| 4226902    | Other chemical & allied products whsle .....                          | 18                      | 118 374         | 10 738                   | 2 463                           | 221   | 19 363                       | 7 812  | 7 941  |
| 4227       | Petroleum & petroleum products whsle .....                            | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals .                                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals .....                             | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                 | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle .....                            | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42291      | Farm supplies whsle .....   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910     | Farm supplies whsle .....   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>CHESTERFIELD COUNTY, VA—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers . . . . .</b>                                       | <b>268</b>              | <b>803 152</b>  | <b>88 186</b>            | <b>20 316</b>                   | <b>2 592</b>  | <b>166 447</b>               | <b>85 417</b>                                  | <b>93 311</b>                                  |
| 421        | Wholesale trade, durable goods . . . . .                                    | 209                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle . . . . .                            | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle . . . . .                            | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle . . . . .                      | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                          | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                          | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211202    | Motor vehicle supplies & new parts—jobbers . . . . .                        | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle . . . . .                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle . . . . .                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle . . . . .                                | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42121      | Furniture whsle . . . . .   | 5                       | 16 343          | 1 908                    | 468                             | 87  | 4 400                        | 2 603  | 2 726  |
| 421210     | Furniture whsle . . . . .   | 5                       | 16 343          | 1 908                    | 468                             | 87  | 4 400                        | 2 603  | 2 726  |
| 4212101    | Household & lawn furniture whsle . . . . .                                  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle . . . . .                       | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42131      | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42132      | Brick, stone, & related construction materials whsle . . . . .              | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421320     | Brick, stone, & related construction materials whsle . . . . .              | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42139      | Other construction materials whsle . . . . .                                | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421390     | Other construction materials whsle . . . . .                                | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213902    | Other construction materials whsle . . . . .                                | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 46                      | 84 502          | 13 554                   | 2 825                           | 370   | 25 331                       | 5 340  | 7 270  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 14                      | 27 391          | 5 043                    | 971                             | 114   | 8 203                        | 950  | 1 391  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 14                      | 27 391          | 5 043                    | 971                             | 114   | 8 203                        | 950  | 1 391  |
| 4214302    | Computer software (packaged) whsle . . . . .                                | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle . . . . .                                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle . . . . .                                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151      | Metal service centers & offices . . . . .                                   | 7                       | 32 537          | 4 568                    | 1 043                           | 120   | 7 601                        | 4 205  | 4 261  |
| 421510     | Metal service centers & offices . . . . .                                   | 7                       | 32 537          | 4 568                    | 1 043                           | 120   | 7 601                        | 4 205  | 4 261  |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | 7                       | 32 537          | 4 568                    | 1 043                           | 120   | 7 601                        | 4 205  | 4 261  |
| 4216       | Electrical goods whsle . . . . .  | 26                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 13                      | 68 282          | 8 713                    | 2 286                           | 202   | 16 003                       | 8 131  | 8 272  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 13                      | 68 282          | 8 713                    | 2 286                           | 202   | 16 003                       | 8 131  | 8 272  |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code | Geographic area, type of operation, and kind of business              | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
|            | <b>CHESTERFIELD COUNTY, VA—Con.</b>                                   |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | <b>Merchant wholesalers—Con.</b>                                      |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421        | Wholesale trade, durable goods—Con.                                   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4218       | Machinery, equipment, & supplies whsle .....                          | 59                      | 165 672         | 21 677                   | 5 092                           | 606   | 36 583                       | 18 537                             | 22 293                             |
| 42182      | Farm & garden machinery & equipment whsle.....                        | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421820     | Farm & garden machinery & equipment whsle.....                        | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218202    | Farm machinery & equipment—whsle distributors .....                   | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183      | Industrial machinery & equipment whsle .....                          | 29                      | 78 451          | 10 751                   | 2 635                           | 296   | 17 288                       | 7 800                              | 9 219                              |
| 421830     | Industrial machinery & equipment whsle .....                          | 29                      | 78 451          | 10 751                   | 2 635                           | 296   | 17 288                       | 7 800                              | 9 219                              |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle ..... | 4                       | 13 261          | 1 666                    | 396                             | 37  | 2 389                        | 336                                | 344                                |
| 4218303    | General-purpose industrial machinery & equipment whsle .....          | 10                      | 36 495          | 5 483                    | 1 340                           | 163   | 7 778                        | 5 172                              | 6 392                              |
| 4218307    | Other industrial machinery & equipment whsle .....                    | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42184      | Industrial supplies whsle .....                                       | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421840     | Industrial supplies whsle .....                                       | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42185      | Service establishment equipment & supplies whsle.....                 | 8                       | 15 421          | 2 629                    | 627                             | 110   | 4 719                        | 1 884                              | 1 474                              |
| 421850     | Service establishment equipment & supplies whsle.....                 | 8                       | 15 421          | 2 629                    | 627                             | 110   | 4 719                        | 1 884                              | 1 474                              |
| 4218501    | Beauty & barber shop equipment & supplies whsle ...                   | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219       | Miscellaneous durable goods whsle ...                                 | 14                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods .....                               | 59                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4226       | Chemical & allied products whsle .....                                | 17                      | 86 260          | 7 191                    | 1 616                           | 173   | 13 768                       | 8 926                              | 9 319                              |
| 42269      | Other chemical & allied products whsle .....                          | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422690     | Other chemical & allied products whsle .....                          | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4226902    | Other chemical & allied products whsle .....                          | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227       | Petroleum & petroleum products whsle .....                            | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229       | Miscellaneous nondurable goods whsle .....                            | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42291      | Farm supplies whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422910     | Farm supplies whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|            | <b>Manufacturers' sales branches and sales offices ..</b>             | <b>28</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421        | Wholesale trade, durable goods .....                                  | 17                      | 93 245          | 3 064                    | 669                             | 61  | 5 232                        | 1 472                              | 1 604                              |
| 4218       | Machinery, equipment, & supplies whsle .....                          | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183      | Industrial machinery & equipment whsle .....                          | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421830     | Industrial machinery & equipment whsle .....                          | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42184      | Industrial supplies whsle .....                                       | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421840     | Industrial supplies whsle .....                                       | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods .....                               | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4226       | Chemical & allied products whsle .....                                | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42269      | Other chemical & allied products whsle .....                          | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422690     | Other chemical & allied products whsle .....                          | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227       | Petroleum & petroleum products whsle .....                            | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42271      | Petroleum bulk stations & terminals ..                                | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422710     | Petroleum bulk stations & terminals .....                             | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|            | <b>Agents, brokers, and commission merchants .....</b>                | <b>76</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |

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|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>CHESTERFIELD COUNTY, VA—</b>                           |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Con.</b>   |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Agents, brokers, and commission merchants—</b>         |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Con.</b>   |   |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                                    | 60                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle .....                       | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42133   | Roofing, siding, & insulation material whsle .....                      | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421330  | Roofing, siding, & insulation material whsle .....                      | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213301   | Roofing, siding, & insulation material whsle .....                      | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle .....              | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42145   | Medical, dental, & hospital equipment & supplies whsle .....            | 6                       | 32 616          | 3 213                    | 448                             | 36  | 4 669                        | 116  | 108  |
| 421450  | Medical, dental, & hospital equipment & supplies whsle .....            | 6                       | 32 616          | 3 213                    | 448                             | 36  | 4 669                        | 116  | 108  |
| 4214501   | Surgical, medical, & hospital supplies whsle .....                      | 6                       | 32 616          | 3 213                    | 448                             | 36  | 4 669                        | 116  | 108  |
| 4216  | Electrical goods whsle .....  | 19                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42161   | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421610  | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169   | Other electronic parts & equipment whsle .....                          | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421690  | Other electronic parts & equipment whsle .....                          | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle .....         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173   | Warm air heating & air-conditioning equipment & supplies whsle .....    | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421730  | Warm air heating & air-conditioning equipment & supplies whsle .....    | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....                            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183   | Industrial machinery & equipment whsle .....                            | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830  | Industrial machinery & equipment whsle .....                            | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218303   | General-purpose industrial machinery & equipment whsle .....            | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218307   | Other industrial machinery & equipment whsle .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle ...                                   | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                 | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>CLARKE COUNTY, VA</b>                                  |   |                         |                 |                          |                                 |   |                              |  |  |
| 42  | <b>Wholesale trade .....</b>  | <b>13</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                                    | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                 | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |   |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                                    | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                 | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 42  | <b>Wholesale trade .....</b>  | <b>3</b>                | <b>484</b>      | <b>145</b>               | <b>36</b>                       | <b>5</b>  | <b>193</b>                   | <b>98</b>                                      | <b>95</b>                                      |
| <b>CRAIG COUNTY, VA</b>                                   |   |                         |                 |                          |                                 |   |                              |  |  |
| 42  | <b>Wholesale trade .....</b>  | <b>3</b>                | <b>484</b>      | <b>145</b>               | <b>36</b>                       | <b>5</b>  | <b>193</b>                   | <b>98</b>                                      | <b>95</b>                                      |
| <b>Merchant wholesalers .....</b>                         |   |                         |                 |                          |                                 |   |                              |  |  |



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|------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>CULPEPER COUNTY, VA</b>   |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade .....</b>                               | <b>24</b>               | <b>122 501</b>  | <b>7 638</b>             | <b>1 818</b>                    | <b>287</b>  | <b>13 444</b>                | <b>7 529</b>                                   | <b>7 558</b>                                   |
| 421                          | Wholesale trade, durable goods .....                       | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                         | Machinery, equipment, & supplies                           |                         |                 |                          |                                 |   |                              |  |  |
| 42185                        | whsle .....  | 10                      | 19 180          | 1 008                    | 229                             | 49  | 2 246                        | 2 615  | 2 716  |
| 421850                       | Service establishment equipment & supplies whsle .....     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218504                      | Service establishment equipment & supplies whsle .....     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                              | Other service establishment equipment & supplies whsle ... | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                          | Wholesale trade, nondurable goods .....                    | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                         | Petroleum & petroleum products                             |                         |                 |                          |                                 |   |                              |  |  |
| 42271                        | whsle .....  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710                       | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                              | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229                         | Miscellaneous nondurable goods                             |                         |                 |                          |                                 |   |                              |  |  |
| 42294                        | whsle .....  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422940                       | Tobacco & tobacco product whsle...                         | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                              | Tobacco & tobacco product whsle.                           | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                              | <b>Merchant wholesalers .....</b>                          | <b>21</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                       | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                         | Machinery, equipment, & supplies                           |                         |                 |                          |                                 |   |                              |  |  |
| 42185                        | whsle .....  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                          | Wholesale trade, nondurable goods .....                    | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                         | Petroleum & petroleum products                             |                         |                 |                          |                                 |   |                              |  |  |
| 42271                        | whsle .....  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229                         | Miscellaneous nondurable goods                             |                         |                 |                          |                                 |   |                              |  |  |
| 42294                        | whsle .....  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                              | <b>Agents, brokers, and commission merchants .....</b>     | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                       | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218                         | Machinery, equipment, & supplies                           |                         |                 |                          |                                 |   |                              |  |  |
| 42185                        | whsle .....  | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>CUMBERLAND COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade .....</b>                               | <b>6</b>                | <b>2 097</b>    | <b>284</b>               | <b>64</b>                       | <b>22</b>   | <b>602</b>                   | <b>225</b>                                     | <b>217</b>                                     |
|                              | <b>Merchant wholesalers .....</b>                          | <b>6</b>                | <b>2 097</b>    | <b>284</b>               | <b>64</b>                       | <b>22</b>   | <b>602</b>                   | <b>225</b>                                     | <b>217</b>                                     |
| <b>DICKENSON COUNTY, VA</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade .....</b>                               | <b>6</b>                | <b>4 696</b>    | <b>1 217</b>             | <b>314</b>                      | <b>30</b>   | <b>1 409</b>                 | <b>991</b>                                     | <b>1 020</b>                                   |
| 421                          | Wholesale trade, durable goods .....                       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                              | <b>Merchant wholesalers .....</b>                          | <b>6</b>                | <b>4 696</b>    | <b>1 217</b>             | <b>314</b>                      | <b>30</b>   | <b>1 409</b>                 | <b>991</b>                                     | <b>1 020</b>                                   |
| 421                          | Wholesale trade, durable goods .....                       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>DINWIDDIE COUNTY, VA</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade .....</b>                               | <b>9</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                       | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                          | Wholesale trade, nondurable goods .....                    | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223                         | Apparel, piece goods, & notions whsle.                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42232                        | Men's & boys' clothing & furnishings                       |                         |                 |                          |                                 |   |                              |  |  |
| 422320                       | whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                              | Men's & boys' clothing & furnishings whsle .....           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                         | Miscellaneous nondurable goods                             |                         |                 |                          |                                 |   |                              |  |  |
| 42292                        | whsle .....  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422920                       | Book, periodical, & newspaper                              |                         |                 |                          |                                 |   |                              |  |  |
|                              | whsle .....  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                              | Book, periodical, & newspaper                              |                         |                 |                          |                                 |   |                              |  |  |
|                              | whsle .....  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |

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| NAICS code                       | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000)   | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------------|---|-------------------------|-------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>DINWIDDIE COUNTY, VA—Con.</b> |   |                         |                   |                          |                                 |   |                              |  |  |
|                                  | <b>Merchant wholesalers . . . . .</b>                               | <b>9</b>                | <b>D</b>          | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                              | Wholesale trade, durable goods . . . . .                            | 6                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 422                              | Wholesale trade, nondurable goods . . . . .                         | 3                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4223                             | Apparel, piece goods, & notions whsle . . . . .                     | 1                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42232                            | Men's & boys' clothing & furnishings whsle . . . . .                | 1                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 422320                           | Men's & boys' clothing & furnishings whsle . . . . .                | 1                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4229                             | Miscellaneous nondurable goods whsle . . . . .                      | 1                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42292                            | Book, periodical, & newspaper whsle . . . . .                       | 1                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 422920                           | Book, periodical, & newspaper whsle . . . . .                       | 1                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| <b>ESSEX COUNTY, VA</b>          |   |                         |                   |                          |                                 |   |                              |  |  |
| <b>42</b>                        | <b>Wholesale trade . . . . .</b>                                    | <b>7</b>                | <b>21 395</b>     | <b>1 185</b>             | <b>258</b>                      | <b>46</b>   | <b>2 692</b>                 | <b>3 729</b>                                   | <b>4 254</b>                                   |
| 421                              | Wholesale trade, durable goods . . . . .                            | 4                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whsle . . . . .                    | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42182                            | Farm & garden machinery & equipment whsle . . . . .                 | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 421820                           | Farm & garden machinery & equipment whsle . . . . .                 | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4218201                          | Farm machinery & equipment—farm dealers . . . . .                   | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 422                              | Wholesale trade, nondurable goods . . . . .                         | 3                       | D                 | D                        | D                               | a   | D                            | D  | D  |
| 4229                             | Miscellaneous nondurable goods whsle . . . . .                      | 2                       | D                 | D                        | D                               | a   | D                            | D  | D  |
|                                  | <b>Merchant wholesalers . . . . .</b>                               | <b>6</b>                | <b>D</b>          | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                              | Wholesale trade, durable goods . . . . .                            | 4                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whsle . . . . .                    | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42182                            | Farm & garden machinery & equipment whsle . . . . .                 | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 421820                           | Farm & garden machinery & equipment whsle . . . . .                 | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4218201                          | Farm machinery & equipment—farm dealers . . . . .                   | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 422                              | Wholesale trade, nondurable goods . . . . .                         | 2                       | D                 | D                        | D                               | a   | D                            | D  | D  |
|                                  | <b>Manufacturers' sales branches and sales offices . . . . .</b>    | <b>1</b>                | <b>D</b>          | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>FAIRFAX COUNTY, VA</b>        |   |                         |                   |                          |                                 |   |                              |  |  |
| <b>42</b>                        | <b>Wholesale trade . . . . .</b>                                    | <b>1 142</b>            | <b>15 659 438</b> | <b>944 726</b>           | <b>236 895</b>                  | <b>18 462</b>   | <b>1 754 265</b>             | <b>436 542</b>                                 | <b>464 079</b>                                 |
| 421                              | Wholesale trade, durable goods . . . . .                            | 833                     | 12 465 486        | 758 196                  | 191 025                         | 13 819  | 1 406 025                    | 334 169  | 360 744  |
| 4211                             | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 49                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 42111                            | Automobile & other motor vehicle whsle . . . . .                    | 13                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 421110                           | Automobile & other motor vehicle whsle . . . . .                    | 13                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4211101                          | Automobile & motorcycle whsle . . . . .                             | 9                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4211103                          | Light truck & van (14,000 lb or less) whsle . . . . .               | 1                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4211105                          | Heavy truck & tractor (over 26,000 lb) whsle . . . . .              | 2                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42112                            | Motor vehicle supplies & new parts whsle . . . . .                  | 23                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 421120                           | Motor vehicle supplies & new parts whsle . . . . .                  | 23                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 4211201                          | Motor vehicle supplies & new parts—warehouse distributors . . . . . | 10                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4211202                          | Motor vehicle supplies & new parts—jobbers . . . . .                | 10                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42114                            | Motor vehicle parts, (used) whsle . . . . .                         | 9                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 421140                           | Motor vehicle parts, (used) whsle . . . . .                         | 9                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4212                             | Furniture & home furnishings whsle . . . . .                        | 58                      | 172 624           | 12 921                   | 3 033                           | 283   | 26 793                       | 12 059   | 12 422   |
| 42121                            | Furniture whsle . . . . .   | 30                      | 123 008           | 8 463                    | 2 099                           | 159   | 18 108                       | 6 874  | 7 116  |
| 421210                           | Furniture whsle . . . . .   | 30                      | 123 008           | 8 463                    | 2 099                           | 159   | 18 108                       | 6 874  | 7 116  |
| 4212101                          | Household & lawn furniture whsle . . . . .                          | 10                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4212102                          | Office & business furniture whsle . . . . .                         | 20                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42122                            | Home furnishings whsle . . . . .                                    | 28                      | 49 616            | 4 458                    | 934                             | 124   | 8 685                        | 5 185  | 5 306  |
| 421220                           | Home furnishings whsle . . . . .                                    | 28                      | 49 616            | 4 458                    | 934                             | 124   | 8 685                        | 5 185  | 5 306  |
| 4212203                          | Floor coverings whsle . . . . .                                     | 15                      | D                 | D                        | D                               | b   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>FAIRFAX COUNTY, VA—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4213       | Lumber & other construction materials whsle .....                       | 38                      | 175 708         | 17 258                   | 3 541                           | 421   | 34 318                       | 14 276   | 16 051   |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....                     | 12                      | 76 016          | 6 646                    | 1 189                           | 132   | 11 036                       | 4 431  | 4 951  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....                     | 12                      | 76 016          | 6 646                    | 1 189                           | 132   | 11 036                       | 4 431  | 4 951  |
| 4213102    | Lumber with yard whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle .....                     | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42132      | Brick, stone, & related construction materials whsle .....              | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421320     | Brick, stone, & related construction materials whsle .....              | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213201    | Brick, block, tile, clay/cement sewer pipe whsle .....                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213203    | Cement, lime, & related products whsle .....                            | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42133      | Roofing, siding, & insulation material whsle .....                      | 6                       | 33 611          | 1 706                    | 336                             | 66  | 5 041                        | 2 364  | 2 869  |
| 421330     | Roofing, siding, & insulation material whsle .....                      | 6                       | 33 611          | 1 706                    | 336                             | 66  | 5 041                        | 2 364  | 2 869  |
| 4213301    | Roofing, siding, & insulation material whsle .....                      | 6                       | 33 611          | 1 706                    | 336                             | 66  | 5 041                        | 2 364  | 2 869  |
| 42139      | Other construction materials whsle ..                                   | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421390     | Other construction materials whsle .....                                | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213902    | Other construction materials whsle .....                                | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....              | 279                     | 4 333 058       | 427 268                  | 113 523                         | 7 098   | 780 544                      | 167 730  | 174 182  |
| 42141      | Photographic equipment & supplies whsle .....                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421410     | Photographic equipment & supplies whsle .....                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42142      | Office equipment whsle .....  | 24                      | 371 655         | 82 700                   | 24 175                          | 1 629   | 154 625                      | 21 585   | 21 771   |
| 421420     | Office equipment whsle .....  | 24                      | 371 655         | 82 700                   | 24 175                          | 1 629   | 154 625                      | 21 585   | 21 771   |
| 42143      | Computer & computer peripheral equipment & software whsle .....         | 183                     | 3 754 651       | 315 878                  | 82 714                          | 4 874   | 575 885                      | 131 113  | 137 442  |
| 421430     | Computer & computer peripheral equipment & software whsle .....         | 183                     | 3 754 651       | 315 878                  | 82 714                          | 4 874   | 575 885                      | 131 113  | 137 442  |
| 4214301    | Computer & peripheral equipment whsle .....                             | 144                     | 3 408 841       | 238 665                  | 56 901                          | 3 787   | 426 012                      | 128 775  | 135 265  |
| 42143011   | Computers & peripheral equipment for resale .....                       | 47                      | 955 218         | 47 544                   | 8 647                           | 773   | 115 462                      | 30 030   | 32 946   |
| 42143012   | Computers & peripheral equipment for end use .....                      | 97                      | 2 453 623       | 191 121                  | 48 254                          | 3 014   | 310 550                      | 98 745   | 102 319  |
| 4214302    | Computer software (packaged) whsle .....                                | 39                      | 345 810         | 77 213                   | 25 813                          | 1 087   | 149 873                      | 2 338  | 2 177  |
| 42144      | Other commercial equipment whsle .                                      | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle .....                                  | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214402    | Store machines & equipment whsle .....                                  | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle .....            | 33                      | 114 018         | 18 027                   | 4 051                           | 308   | 29 900                       | 9 241  | 7 202  |
| 421450     | Medical, dental, & hospital equipment & supplies whsle .....            | 33                      | 114 018         | 18 027                   | 4 051                           | 308   | 29 900                       | 9 241  | 7 202  |
| 4214501    | Surgical, medical, & hospital supplies whsle .....                      | 32                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42149      | Other professional equipment & supplies whsle .....                     | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421490     | Other professional equipment & supplies whsle .....                     | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214902    | Other professional equipment & supplies whsle .....                     | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle .....                          | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151      | Metal service centers & offices .....                                   | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510     | Metal service centers & offices .....                                   | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215101    | Ferrous metal service centers & sales offices .....                     | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle .....  | 165                     | 1 919 557       | 201 633                  | 47 525                          | 3 396   | 332 008                      | 52 901   | 63 340   |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 24                      | 114 520         | 29 454                   | 6 694                           | 561   | 34 470                       | 9 540  | 9 566  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 24                      | 114 520         | 29 454                   | 6 694                           | 561   | 34 470                       | 9 540  | 9 566  |
| 42162      | Electrical appliance, television & radio set whsle .....                | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421620     | Electrical appliance, television & radio set whsle .....                | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |

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|--------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>FAIRFAX COUNTY, VA—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421                            | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4216                           | Electrical goods whsle—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 42169                          | Other electronic parts & equipment whsle .....                          | 124                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 421690                         | Other electronic parts & equipment whsle .....                          | 124                     | D               | D                        | D                               | h   | D                            | D  | D  |
| 4216901                        | Communications equipment & supplies whsle .....                         | 90                      | 1 402 840       | 149 877                  | 35 024                          | 2 319   | 250 423                      | 30 059   | 36 430   |
| 4216902                        | Electronic parts (excluding communications equipment) whsle .....       | 34                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4217                           | Hardware, & plumbing & heating equipment & supplies whsle .....         | 69                      | 242 279         | 21 836                   | 5 324                           | 660   | 46 754                       | 26 157   | 26 027   |
| 42171                          | Hardware whsle .....  | 32                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421710                         | Hardware whsle .....  | 32                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42172                          | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421720                         | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173                          | Warm air heating & air-conditioning equipment & supplies whsle .....    | 23                      | 127 069         | 9 940                    | 2 273                           | 174   | 25 123                       | 15 231   | 14 760   |
| 421730                         | Warm air heating & air-conditioning equipment & supplies whsle .....    | 23                      | 127 069         | 9 940                    | 2 273                           | 174   | 25 123                       | 15 231   | 14 760   |
| 4218                           | Machinery, equipment, & supplies whsle .....                            | 101                     | 286 038         | 39 524                   | 8 471                           | 810   | 70 512                       | 27 146   | 30 145   |
| 42181                          | Construction & mining (except petroleum) machinery & equip whsle .....  | 5                       | 38 371          | 3 191                    | 545                             | 69  | 6 241                        | 8 908  | 12 910   |
| 421810                         | Construction & mining (except petroleum) machinery & equip whsle .....  | 5                       | 38 371          | 3 191                    | 545                             | 69  | 6 241                        | 8 908  | 12 910   |
| 42183                          | Industrial machinery & equipment whsle .....                            | 44                      | 122 174         | 15 875                   | 3 623                           | 320   | 31 872                       | 9 895  | 8 963  |
| 421830                         | Industrial machinery & equipment whsle .....                            | 44                      | 122 174         | 15 875                   | 3 623                           | 320   | 31 872                       | 9 895  | 8 963  |
| 4218303                        | General-purpose industrial machinery & equipment whsle .....            | 18                      | 46 227          | 4 779                    | 1 232                           | 122   | 9 461                        | 1 811  | 1 829  |
| 4218307                        | Other industrial machinery & equipment whsle .....                      | 11                      | 49 053          | 7 814                    | 1 646                           | 119   | 16 184                       | 5 243  | 4 064  |
| 42184                          | Industrial supplies whsle .....   | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421840                         | Industrial supplies whsle .....   | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42185                          | Service establishment equipment & supplies whsle .....                  | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421850                         | Service establishment equipment & supplies whsle .....                  | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42186                          | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 16                      | 86 281          | 12 518                   | 2 516                           | 183   | 18 453                       | 5 638  | 5 319  |
| 421860                         | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 16                      | 86 281          | 12 518                   | 2 516                           | 183   | 18 453                       | 5 638  | 5 319  |
| 4218601                        | Aircraft & aeronautical equipment & supplies whsle .....                | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218602                        | Marine machinery, equipment, & supplies whsle .....                     | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219                           | Miscellaneous durable goods whsle ...                                   | 65                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42191                          | Sporting & recreational goods & supplies whsle .....                    | 13                      | 18 841          | 2 117                    | 523                             | 72  | 3 719                        | 3 071  | 4 822  |
| 421910                         | Sporting & recreational goods & supplies whsle .....                    | 13                      | 18 841          | 2 117                    | 523                             | 72  | 3 719                        | 3 071  | 4 822  |
| 42192                          | Toy & hobby goods & supplies whsle .....                                | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421920                         | Toy & hobby goods & supplies whsle .....                                | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193                          | Recyclable material whsle .....   | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421930                         | Recyclable material whsle .....   | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219301                        | Iron & steel scrap processors & dealers .....                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42194                          | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421940                         | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219401                        | Jewelry, watch, diamonds, precious stone, & silverware whsle .....      | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                          | Other miscellaneous durable goods whsle .....                           | 13                      | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                         | Other miscellaneous durable goods whsle .....                           | 13                      | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219904                        | Prerecorded media whsle .....   | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42199041                       | Compact discs/prerecorded audio tapes, & phonograph records whsle ..... | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code                     | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|--------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>FAIRFAX COUNTY, VA—Con.</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                      | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422                            | Wholesale trade, nondurable goods . . . .                                   | 309                     | 3 193 952       | 186 530                  | 45 870                          | 4 643   | 348 240                      | 102 373                            | 103 335                            |
| 4221                           | Paper & paper product whsle . . . . .                                       | 43                      | 226 445         | 23 421                   | 4 886                           | 527   | 37 664                       | 11 684                             | 11 886                             |
| 42211                          | Printing & writing paper whsle . . . . .                                    | 6                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422110                         | Printing & writing paper whsle . . . .                                      | 6                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42212                          | Stationery & office supplies whsle . . .                                    | 32                      | 144 704         | 21 133                   | 4 373                           | 465   | 33 872                       | 10 937                             | 11 283                             |
| 422120                         | Stationery & office supplies whsle .  | 32                      | 144 704         | 21 133                   | 4 373                           | 465   | 33 872                       | 10 937                             | 11 283                             |
| 4222                           | Drugs, & druggists' sundries whsle . . .                                    | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42221                          | Drugs, & druggists' sundries whsle . .                                      | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422210                         | Drugs, & druggists' sundries whsle . . . . .                                | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4222102                        | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 7                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4223                           | Apparel, piece goods, & notions whsle .                                     | 31                      | 42 031          | 2 104                    | 460                             | 80  | 6 655                        | 3 107                              | 5 740                              |
| 42232                          | Men's & boys' clothing & furnishings whsle . . . . .                        | 11                      | 11 360          | 719                      | 151                             | 26  | 2 088                        | 976                                | 1 100                              |
| 422320                         | Men's & boys' clothing & furnishings whsle . . . . .                        | 11                      | 11 360          | 719                      | 151                             | 26  | 2 088                        | 976                                | 1 100                              |
| 42233                          | Women's, children's, & infants' clothing & accessories whsle . . . . .      | 14                      | 17 143          | 891                      | 194                             | 45  | 3 523                        | 985                                | 2 956                              |
| 422330                         | Women's, children's, & infants' clothing & accessories whsle . . . . .      | 14                      | 17 143          | 891                      | 194                             | 45  | 3 523                        | 985                                | 2 956                              |
| 4224                           | Grocery & related products whsle . . . .                                    | 78                      | 809 700         | 36 540                   | 8 117                           | 1 634   | 68 824                       | 9 637                              | 9 981                              |
| 42241                          | General-line grocery whsle . . . . .  | 13                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 422410                         | General-line grocery whsle . . . . .  | 13                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4224103                        | Other general-line grocery whsle . . . . .                                  | 11                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 42243                          | Dairy products, (except dried or canned) whsle . . . . .                    | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422430                         | Dairy products, (except dried or canned) whsle . . . . .                    | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224301                        | Raw milk whsle . . . . .  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42247                          | Meat & meat product whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422470                         | Meat & meat product whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42249                          | Other grocery & related products whsle . . . . .                            | 31                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 422490                         | Other grocery & related products whsle . . . . .                            | 31                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4224902                        | Bread & baked goods whsle . . . . .   | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224903                        | Soft drinks whsle . . . . .   | 7                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4226                           | Chemical & allied products whsle . . . .                                    | 23                      | 35 256          | 5 035                    | 934                             | 120   | 8 786                        | 1 913                              | 2 581                              |
| 42269                          | Other chemical & allied products whsle . . . . .                            | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422690                         | Other chemical & allied products whsle . . . . .                            | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4226902                        | Other chemical & allied products whsle . . . . .                            | 15                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227                           | Petroleum & petroleum products whsle . . . . .                              | 12                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 42271                          | Petroleum bulk stations & terminals . . . . .                               | 7                       | 572 831         | 11 095                   | 3 225                           | 228   | 24 685                       | 36 250                             | 39 372                             |
| 422710                         | Petroleum bulk stations & terminals . . . . .                               | 7                       | 572 831         | 11 095                   | 3 225                           | 228   | 24 685                       | 36 250                             | 39 372                             |
| 4227101                        | Petroleum bulk stations & terminals (except LP) . . . . .                   | 7                       | 572 831         | 11 095                   | 3 225                           | 228   | 24 685                       | 36 250                             | 39 372                             |
| 42271011                       | Petroleum bulk stations (except LP) . . . . .                               | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271012                       | Petroleum bulk terminals (except LP) . . . . .                              | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42272                          | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .  | 5                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 422720                         | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .  | 5                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4228                           | Beer, wine, & distilled alcoholic beverage whsle . . . . .                  | 20                      | 477 787         | 32 789                   | 7 144                           | 765   | 69 043                       | 26 678                             | 19 326                             |
| 42281                          | Beer & ale whsle . . . . .  | 7                       | 341 924         | 19 181                   | 4 379                           | 474   | 46 744                       | 9 259                              | 5 980                              |
| 422810                         | Beer & ale whsle . . . . .  | 7                       | 341 924         | 19 181                   | 4 379                           | 474   | 46 744                       | 9 259                              | 5 980                              |
| 42282                          | Wine & distilled alcoholic beverage whsle . . . . .                         | 13                      | 135 863         | 13 608                   | 2 765                           | 291   | 22 299                       | 17 419                             | 13 346                             |
| 422820                         | Wine & distilled alcoholic beverage whsle . . . . .                         | 13                      | 135 863         | 13 608                   | 2 765                           | 291   | 22 299                       | 17 419                             | 13 346                             |
| 4228201                        | Wine & distilled alcoholic bev (licensed operation) whsle . . . . .         | 13                      | 135 863         | 13 608                   | 2 765                           | 291   | 22 299                       | 17 419                             | 13 346                             |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                     | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>FAIRFAX COUNTY, VA—Con.</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade—Con.</b>   |                         |                  |                          |                                 |   |                              |  |  |
| 422                            | Wholesale trade, nondurable goods—Con.                              |                         |                  |                          |                                 |   |                              |  |  |
| 4229                           | Miscellaneous nondurable goods whsle .....                          | 84                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42292                          | Book, periodical, & newspaper whsle .....                           | 19                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422920                         | Book, periodical, & newspaper whsle .....                           | 19                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42293                          | Flower, nursery stock, & florists' supplies whsle .....             | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422930                         | Flower, nursery stock, & florists' supplies whsle .....             | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42294                          | Tobacco & tobacco product whsle . . .                               | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422940                         | Tobacco & tobacco product whsle . . .                               | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42295                          | Paint, varnish, & supplies whsle . . . .                            | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422950                         | Paint, varnish, & supplies whsle . . . .                            | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229501                        | Paint, varnish, & supplies whsle . . . . .                          | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42299                          | Other miscellaneous nondurable goods whsle .....                    | 48                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422990                         | Other miscellaneous nondurable goods whsle .....                    | 48                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229901                        | Art goods whsle .....   | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229904                        | Other nondurable goods whsle . . . . .                              | 25                      | D                | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Merchant wholesalers .....</b>                                   | <b>913</b>              | <b>6 916 432</b> | <b>530 337</b>           | <b>125 774</b>                  | <b>12 015</b>   | <b>1 069 131</b>             | <b>298 270</b>                                 | <b>319 760</b>                                 |
| 421                            | Wholesale trade, durable goods .....                                | 668                     | 5 821 799        | 442 169                  | 107 227                         | 9 499   | 893 342                      | 236 382  | 260 298  |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle .....          | 46                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42111                          | Automobile & other motor vehicle whsle .....                        | 10                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421110                         | Automobile & other motor vehicle whsle .....                        | 10                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4211101                        | Automobile & motorcycle whsle . . . . .                             | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112                          | Motor vehicle supplies & new parts whsle .....                      | 23                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421120                         | Motor vehicle supplies & new parts whsle .....                      | 23                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4211201                        | Motor vehicle supplies & new parts—warehouse distributors . . . . . | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4211202                        | Motor vehicle supplies & new parts—jobbers .....                    | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42114                          | Motor vehicle parts, (used) whsle . . . .                           | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140                         | Motor vehicle parts, (used) whsle . . . .                           | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212                           | Furniture & home furnishings whsle . . . .                          | 44                      | 101 265          | 10 122                   | 2 203                           | 227   | 21 425                       | 10 976   | 11 305   |
| 42121                          | Furniture whsle .....   | 20                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421210                         | Furniture whsle .....   | 20                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212101                        | Household & lawn furniture whsle .....                              | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102                        | Office & business furniture whsle .....                             | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42122                          | Home furnishings whsle .....  | 24                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421220                         | Home furnishings whsle .....  | 24                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212203                        | Floor coverings whsle .....   | 11                      | 10 575           | 1 370                    | 246                             | 39  | 2 336                        | 1 342  | 1 413  |
| 4213                           | Lumber & other construction materials whsle .....                   | 26                      | 108 474          | 14 503                   | 2 932                           | 331   | 28 385                       | 11 099   | 12 360   |
| 42131                          | Lumber, plywood, millwork, & wood panel whsle .....                 | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421310                         | Lumber, plywood, millwork, & wood panel whsle .....                 | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42132                          | Brick, stone, & related construction materials whsle .....          | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421320                         | Brick, stone, & related construction materials whsle .....          | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42139                          | Other construction materials whsle . . . .                          | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421390                         | Other construction materials whsle .....                            | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4213902                        | Other construction materials whsle .....                            | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4214                           | Professional & commercial equipment & supplies whsle .....          | 224                     | 2 547 194        | 233 806                  | 61 204                          | 4 626   | 471 089                      | 101 558  | 105 835  |
| 42142                          | Office equipment whsle .....  | 20                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 421420                         | Office equipment whsle .....  | 20                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42143                          | Computer & computer peripheral equipment & software whsle .....     | 150                     | 2 261 749        | 185 057                  | 49 299                          | 3 328   | 377 718                      | 72 411   | 76 883   |
| 421430                         | Computer & computer peripheral equipment & software whsle .....     | 150                     | 2 261 749        | 185 057                  | 49 299                          | 3 328   | 377 718                      | 72 411   | 76 883   |
| 4214301                        | Computer & peripheral equipment whsle .....                         | 114                     | D                | D                        | D                               | g   | D                            | D  | D  |
| 42143011                       | Computers & peripheral equipment for resale .....                   | 39                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42143012                       | Computers & peripheral equipment for end use .....                  | 75                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4214302                        | Computer software (packaged) whsle .....                            | 36                      | D                | D                        | D                               | g   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                       | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>FAIRFAX COUNTY, VA—Con.</b>   |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 421                              | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4214                             | Professional & commercial equipment & supplies whsle—Con.                   |                         |                 |                          |                                 |   |                              |  |  |
| 42144                            | Other commercial equipment whsle . . . . .                                  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421440                           | Other commercial equipment whsle . . . . .                                  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214402                          | Store machines & equipment whsle . . . . .                                  | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42145                            | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 25                      | 86 946          | 13 768                   | 3 261                           | 266   | 24 621                       | 9 241  | 7 202  |
| 421450                           | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 25                      | 86 946          | 13 768                   | 3 261                           | 266   | 24 621                       | 9 241  | 7 202  |
| 4214501                          | Surgical, medical, & hospital supplies whsle . . . . .                      | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42149                            | Other professional equipment & supplies whsle . . . . .                     | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421490                           | Other professional equipment & supplies whsle . . . . .                     | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214902                          | Other professional equipment & supplies whsle . . . . .                     | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215                             | Metal & mineral (except petroleum) whsle . . . . .                          | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151                            | Metal service centers & offices . . . . .                                   | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510                           | Metal service centers & offices . . . . .                                   | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215101                          | Ferrous metal service centers & sales offices . . . . .                     | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                             | Electrical goods whsle . . . . .  | 114                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42161                            | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421610                           | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42162                            | Electrical appliance, television & radio set whsle . . . . .                | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421620                           | Electrical appliance, television & radio set whsle . . . . .                | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169                            | Other electronic parts & equipment whsle . . . . .                          | 84                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 421690                           | Other electronic parts & equipment whsle . . . . .                          | 84                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4216901                          | Communications equipment & supplies whsle . . . . .                         | 59                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4216902                          | Electronic parts (excluding communications equipment) whsle . . . . .       | 25                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4217                             | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 55                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42171                            | Hardware whsle . . . . .  | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421710                           | Hardware whsle . . . . .  | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42172                            | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421720                           | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173                            | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421730                           | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whsle . . . . .                            | 94                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42181                            | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 5                       | 38 371          | 3 191                    | 545                             | 69  | 6 241                        | 8 908  | 12 910   |
| 421810                           | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 5                       | 38 371          | 3 191                    | 545                             | 69  | 6 241                        | 8 908  | 12 910   |
| 42183                            | Industrial machinery & equipment whsle . . . . .                            | 40                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421830                           | Industrial machinery & equipment whsle . . . . .                            | 40                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218303                          | General-purpose industrial machinery & equipment whsle . . . . .            | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218307                          | Other industrial machinery & equipment whsle . . . . .                      | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42184                            | Industrial supplies whsle . . . . .   | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421840                           | Industrial supplies whsle . . . . .   | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42185                            | Service establishment equipment & supplies whsle . . . . .                  | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421850                           | Service establishment equipment & supplies whsle . . . . .                  | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                       | Geographic area, type of operation, and kind of business                  | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>FAIRFAX COUNTY, VA—Con.</b>   |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 421                              | Wholesale trade, durable goods—Con.                                       |                         |                 |                          |                                 |   |                              |  |  |
| 4218                             | Machinery, equipment, & supplies whsle—Con.                               |                         |                 |                          |                                 |   |                              |  |  |
| 42186                            | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .   | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421860                           | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .   | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218601                          | Aircraft & aeronautical equipment & supplies whsle . . . . .              | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218602                          | Marine machinery, equipment, & supplies whsle . . . . .                   | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219                             | Miscellaneous durable goods whsle . . . . .                               | 56                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42191                            | Sporting & recreational goods & supplies whsle . . . . .                  | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421910                           | Sporting & recreational goods & supplies whsle . . . . .                  | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42192                            | Toy & hobby goods & supplies whsle . . . . .                              | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421920                           | Toy & hobby goods & supplies whsle . . . . .                              | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193                            | Recyclable material whsle . . . . .                                       | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421930                           | Recyclable material whsle . . . . .                                       | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219301                          | Iron & steel scrap processors & dealers . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42194                            | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . . | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421940                           | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . . | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219401                          | Jewelry, watch, diamonds, precious stone, & silverware whsle . . . . .    | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                            | Other miscellaneous durable goods whsle . . . . .                         | 10                      | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                           | Other miscellaneous durable goods whsle . . . . .                         | 10                      | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                              | Wholesale trade, nondurable goods . . . . .                               | 245                     | 1 094 633       | 88 168                   | 18 547                          | 2 516   | 175 789                      | 61 888   | 59 462   |
| 4221                             | Paper & paper product whsle . . . . .                                     | 29                      | 121 320         | 19 349                   | 3 734                           | 455   | 28 870                       | 11 375   | 11 537   |
| 42212                            | Stationery & office supplies whsle . . . . .                              | 21                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422120                           | Stationery & office supplies whsle . . . . .                              | 21                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4223                             | Apparel, piece goods, & notions whsle . . . . .                           | 25                      | 29 652          | 1 653                    | 334                             | 63  | 5 289                        | 2 625  | 5 226  |
| 42233                            | Women's, children's, & infants' clothing & accessories whsle . . . . .    | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422330                           | Women's, children's, & infants' clothing & accessories whsle . . . . .    | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                             | Grocery & related products whsle . . . . .                                | 68                      | 304 038         | 15 040                   | 3 192                           | 541   | 33 890                       | 8 203  | 8 551  |
| 42241                            | General-line grocery whsle . . . . .                                      | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422410                           | General-line grocery whsle . . . . .                                      | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42243                            | Dairy products, (except dried or canned) whsle . . . . .                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422430                           | Dairy products, (except dried or canned) whsle . . . . .                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224301                          | Raw milk whsle . . . . .  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249                            | Other grocery & related products whsle . . . . .                          | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422490                           | Other grocery & related products whsle . . . . .                          | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4226                             | Chemical & allied products whsle . . . . .                                | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42269                            | Other chemical & allied products whsle . . . . .                          | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690                           | Other chemical & allied products whsle . . . . .                          | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902                          | Other chemical & allied products whsle . . . . .                          | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                             | Petroleum & petroleum products whsle . . . . .                            | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271                            | Petroleum bulk stations & terminals . . . . .                             | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422710                           | Petroleum bulk stations & terminals . . . . .                             | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227101                          | Petroleum bulk stations & terminals (except LP) . . . . .                 | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271011                         | Petroleum bulk stations (except LP) . . . . .                             | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4228                             | Beer, wine, & distilled alcoholic beverage whsle . . . . .                | 18                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42281                            | Beer & ale whsle . . . . .  | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422810                           | Beer & ale whsle . . . . .  | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42282                            | Wine & distilled alcoholic beverage whsle . . . . .                       | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422820                           | Wine & distilled alcoholic beverage whsle . . . . .                       | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4228201                          | Wine & distilled alcoholic bev (licensed operation) whsle . . . . .       | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |



**Table 5. Summary Statistics for Counties: 1997—Con.**

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| NAICS code                       | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>FAIRFAX COUNTY, VA—Con.</b>   |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| 422                              | Wholesale trade, nondurable goods—Con.                                  |                         |                  |                          |                                 |   |                              |  |  |
| 4229                             | Miscellaneous nondurable goods  |                         |                  |                          |                                 |   |                              |  |  |
| 42292                            | whsle .....   | 68                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422920                           | Book, periodical, & newspaper whsle .....                               | 16                      | 17 057           | 2 499                    | 564                             | 113   | 4 677                        | 1 145  | 1 366  |
| 422920                           | Book, periodical, & newspaper whsle .....                               | 16                      | 17 057           | 2 499                    | 564                             | 113   | 4 677                        | 1 145  | 1 366  |
| 42293                            | Flower, nursery stock, & florists' supplies whsle .....                 | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422930                           | Flower, nursery stock, & florists' supplies whsle .....                 | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42299                            | Other miscellaneous nondurable goods whsle .....                        | 41                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422990                           | Other miscellaneous nondurable goods whsle .....                        | 41                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229904                          | Other nondurable goods whsle .  | 23                      | D                | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Manufacturers' sales branches and sales offices ..</b>               | <b>118</b>              | <b>7 743 737</b> | <b>378 832</b>           | <b>102 104</b>                  | <b>5 343</b>  | <b>625 001</b>               | <b>137 728</b>                                 | <b>143 755</b>                                 |
| 421                              | Wholesale trade, durable goods .....                                    | 87                      | 6 291 411        | 298 516                  | 79 357                          | 4 010   | 481 477                      | 97 343   | 100 002  |
| 4211                             | Motor vehicle & motor vehicle parts & supplies whsle .....              | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42111                            | Automobile & other motor vehicle whsle .....                            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421110                           | Automobile & other motor vehicle whsle .....                            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213                             | Lumber & other construction materials whsle .....                       | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214                             | Professional & commercial equipment & supplies whsle .....              | 34                      | 1 724 857        | 188 748                  | 51 435                          | 2 399   | 302 587                      | 65 729   | 67 914   |
| 42142                            | Office equipment whsle .....  | 3                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 421420                           | Office equipment whsle .....  | 3                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 42143                            | Computer & computer peripheral equipment & software whsle .....         | 27                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 421430                           | Computer & computer peripheral equipment & software whsle .....         | 27                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4214301                          | Computer & peripheral equipment whsle .....                             | 26                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 42143012                         | Computers & peripheral equipment for end use .....                      | 19                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 421440                           | Other commercial equipment whsle .....                                  | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4216                             | Electrical goods whsle .....  | 36                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 42161                            | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 4                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 421610                           | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 4                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42169                            | Other electronic parts & equipment whsle .....                          | 30                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 421690                           | Other electronic parts & equipment whsle .....                          | 30                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4216901                          | Communications equipment & supplies whsle .....                         | 27                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 4216902                          | Electronic parts (excluding communications equipment) whsle .....       | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4217                             | Hardware, & plumbing & heating equipment & supplies whsle .....         | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42173                            | Warm air heating & air-conditioning equipment & supplies whsle .....    | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421730                           | Warm air heating & air-conditioning equipment & supplies whsle .....    | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whsle .....                            | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42183                            | Industrial machinery & equipment whsle .....                            | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421830                           | Industrial machinery & equipment whsle .....                            | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422                              | Wholesale trade, nondurable goods .....                                 | 31                      | 1 452 326        | 80 316                   | 22 747                          | 1 333   | 143 524                      | 40 385   | 43 753   |
| 4221                             | Paper & paper product whsle .....                                       | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224                             | Grocery & related products whsle .....                                  | 5                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42249                            | Other grocery & related products whsle .....                            | 4                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 422490                           | Other grocery & related products whsle .....                            | 4                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4227                             | Petroleum & petroleum products whsle .....                              | 5                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 42271                            | Petroleum bulk stations & terminals .                                   | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422710                           | Petroleum bulk stations & terminals .....                               | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227101                          | Petroleum bulk stations & terminals (except LP) .....                   | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271012                         | Petroleum bulk terminals (except LP) .....                              | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |

Table 5. Summary Statistics for Counties: 1997—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
|            | <b>FAIRFAX COUNTY, VA—Con.</b>  |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | <b>Manufacturers' sales branches and sales offices—Con.</b>             |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422        | Wholesale trade, nondurable goods—Con.                                  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4229       | Miscellaneous nondurable goods  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42292      | whsle .....   | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42292      | Book, periodical, & newspaper   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422920     | whsle .....   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422920     | Book, periodical, & newspaper   |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | whsle .....   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|            | <b>Agents, brokers, and commission merchants .....</b>                  | <b>111</b>              | <b>999 269</b>  | <b>35 557</b>            | <b>9 017</b>                    | <b>1 104</b>  | <b>60 133</b>                | <b>544</b>                         | <b>564</b>                         |
| 421        | Wholesale trade, durable goods .....                                    | 78                      | 352 276         | 17 511                   | 4 441                           | 310   | 31 206                       | 444                                | 444                                |
| 4212       | Furniture & home furnishings whsle ...                                  | 11                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42121      | Furniture whsle .....   | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421210     | Furniture whsle .....   | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212102    | Office & business furniture whsle .....                                 | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213       | Lumber & other construction materials whsle .....                       | 4                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....                     | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....                     | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle .....                     | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4214       | Professional & commercial equipment & supplies whsle .....              | 21                      | 61 007          | 4 714                    | 884                             | 73  | 6 868                        | 443                                | 433                                |
| 42143      | Computer & computer peripheral equipment & software whsle .....         | 6                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421430     | Computer & computer peripheral equipment & software whsle .....         | 6                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4214302    | Computer software (packaged) whsle .....                                | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle .....            | 7                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421450     | Medical, dental, & hospital equipment & supplies whsle .....            | 7                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4214501    | Surgical, medical, & hospital supplies whsle .....                      | 7                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4216       | Electrical goods whsle .....  | 15                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42169      | Other electronic parts & equipment whsle .....                          | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421690     | Other electronic parts & equipment whsle .....                          | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4216901    | Communications equipment & supplies whsle .....                         | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....         | 12                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42171      | Hardware whsle .....  | 4                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421710     | Hardware whsle .....  | 4                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....    | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle .....    | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4218       | Machinery, equipment, & supplies whsle .....                            | 5                       | 19 555          | 2 455                    | 289                             | 23  | 4 175                        | —                                  | —                                  |
| 4219       | Miscellaneous durable goods whsle ...                                   | 9                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42199      | Other miscellaneous durable goods whsle .....                           | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable goods whsle .....                           | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4219904    | Prerecorded media whsle .....   | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle ..... | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods .....                                 | 33                      | 646 993         | 18 046                   | 4 576                           | 794   | 28 927                       | 100                                | 120                                |
| 4222       | Drugs, & druggists' sundries whsle ...                                  | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42221      | Drugs, & druggists' sundries whsle ...                                  | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422210     | Drugs, & druggists' sundries whsle .....                                | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224       | Grocery & related products whsle .....                                  | 5                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 42241      | General-line grocery whsle .....  | 1                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 422410     | General-line grocery whsle .....  | 1                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4224103    | Other general-line grocery whsle .....                                  | 1                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 42247      | Meat & meat product whsle .....   | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422470     | Meat & meat product whsle .....   | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |

Table 5. Summary Statistics for Counties: 1997—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
|            | <b>FAIRFAX COUNTY, VA—Con.</b>   |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | <b>Agents, brokers, and commission merchants—Con.</b>                  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422        | Wholesale trade, nondurable goods—Con.                                 |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4229       | Miscellaneous nondurable goods whsle .....                             | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42299      | Other miscellaneous nondurable goods whsle .....                       | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422990     | Other miscellaneous nondurable goods whsle .....                       | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229901    | Art goods whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|            | <b>FAUQUIER COUNTY, VA</b>   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>  | <b>Wholesale trade .....</b>   | <b>45</b>               | <b>171 622</b>  | <b>13 778</b>            | <b>3 236</b>                    | <b>434</b>  | <b>26 618</b>                | <b>15 246</b>                      | <b>17 173</b>                      |
| 421        | Wholesale trade, durable goods .....                                   | 33                      | 83 182          | 8 928                    | 2 023                           | 275   | 15 422                       | 13 570                             | 15 129                             |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle.....              | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218       | Machinery, equipment, & supplies whsle .....                           | 14                      | 49 658          | 5 530                    | 1 267                           | 134   | 9 727                        | 11 897                             | 13 562                             |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle ..... | 4                       | 33 978          | 3 628                    | 842                             | 72  | 5 717                        | 9 280                              | 10 586                             |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle ..... | 4                       | 33 978          | 3 628                    | 842                             | 72  | 5 717                        | 9 280                              | 10 586                             |
| 422        | Wholesale trade, nondurable goods .....                                | 12                      | 88 440          | 4 850                    | 1 213                           | 159   | 11 196                       | 1 676                              | 2 044                              |
| 4224       | Grocery & related products whsle .....                                 | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42249      | Other grocery & related products whsle .....                           | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422490     | Other grocery & related products whsle .....                           | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224903    | Soft drinks whsle .....  | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227       | Petroleum & petroleum products whsle .....                             | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271      | Petroleum bulk stations & terminals ..                                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422710     | Petroleum bulk stations & terminals .....                              | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271011   | Petroleum bulk stations (except LP) .....                              | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|            | <b>Merchant wholesalers .....</b>                                      | <b>38</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421        | Wholesale trade, durable goods .....                                   | 28                      | 67 385          | 7 924                    | 1 758                           | 206   | 13 730                       | 11 493                             | 13 077                             |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle.....              | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218       | Machinery, equipment, & supplies whsle .....                           | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle ..... | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle ..... | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods .....                                | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227       | Petroleum & petroleum products whsle .....                             | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271      | Petroleum bulk stations & terminals ..                                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422710     | Petroleum bulk stations & terminals .....                              | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271011   | Petroleum bulk stations (except LP) .....                              | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|            | <b>Manufacturers' sales branches and sales offices ..</b>              | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422        | Wholesale trade, nondurable goods .....                                | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|            | <b>Agents, brokers, and commission merchants .....</b>                 | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421        | Wholesale trade, durable goods .....                                   | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods .....                                | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                 | Geographic area, type of operation, and kind of business              | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>FLOYD COUNTY, VA</b>    |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                  | <b>Wholesale trade .....</b>  | <b>6</b>                | <b>10 720</b>   | <b>422</b>               | <b>88</b>                       | <b>18</b>   | <b>974</b>                   | <b>651</b>                                     | <b>661</b>                                     |
| 421                        | Wholesale trade, durable goods .....                                  | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle.....             | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                            | <b>Merchant wholesalers .....</b>                                     | <b>6</b>                | <b>10 720</b>   | <b>422</b>               | <b>88</b>                       | <b>18</b>   | <b>974</b>                   | <b>651</b>                                     | <b>661</b>                                     |
| 421                        | Wholesale trade, durable goods .....                                  | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle.....             | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>FLUVANNA COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                  | <b>Wholesale trade .....</b>  | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                        | Wholesale trade, durable goods .....                                  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215                       | Metal & mineral (except petroleum) whsle .....                        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151                      | Metal service centers & offices .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510                     | Metal service centers & offices .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215101                    | Ferrous metal service centers & sales offices.....                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151011                   | Ferrous metal service centers .....                                   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                            | <b>Merchant wholesalers .....</b>                                     | <b>6</b>                | <b>4 754</b>    | <b>492</b>               | <b>127</b>                      | <b>19</b>   | <b>1 117</b>                 | <b>72</b>                                      | <b>75</b>                                      |
| 421                        | Wholesale trade, durable goods .....                                  | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                            | <b>Manufacturers' sales branches and sales offices .....</b>          | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                        | Wholesale trade, durable goods .....                                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                            | <b>Agents, brokers, and commission merchants .....</b>                | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>FRANKLIN COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                  | <b>Wholesale trade .....</b>  | <b>33</b>               | <b>85 409</b>   | <b>5 185</b>             | <b>1 216</b>                    | <b>186</b>  | <b>8 826</b>                 | <b>7 117</b>                                   | <b>8 500</b>                                   |
| 421                        | Wholesale trade, durable goods .....                                  | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                       | Machinery, equipment, & supplies whsle .....                          | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182                      | Farm & garden machinery & equipment whsle.....                        | 6                       | 21 306          | 1 258                    | 275                             | 64  | 2 503                        | 3 170  | 3 554  |
| 421820                     | Farm & garden machinery & equipment whsle.....                        | 6                       | 21 306          | 1 258                    | 275                             | 64  | 2 503                        | 3 170  | 3 554  |
| 4218201                    | Farm machinery & equipment—farm dealers .....                         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                       | Miscellaneous durable goods whsle ...                                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193                      | Recyclable material whsle .....                                       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421930                     | Recyclable material whsle .....                                       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219301                    | Iron & steel scrap processors & dealers .....                         | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193011                   | Iron & steel scrap processors (using power processing equipment)..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                        | Wholesale trade, nondurable goods .....                               | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
|                            | <b>Merchant wholesalers .....</b>                                     | <b>30</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                        | Wholesale trade, durable goods .....                                  | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                       | Machinery, equipment, & supplies whsle .....                          | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182                      | Farm & garden machinery & equipment whsle.....                        | 6                       | 21 306          | 1 258                    | 275                             | 64  | 2 503                        | 3 170  | 3 554  |
| 421820                     | Farm & garden machinery & equipment whsle.....                        | 6                       | 21 306          | 1 258                    | 275                             | 64  | 2 503                        | 3 170  | 3 554  |
| 4218201                    | Farm machinery & equipment—farm dealers .....                         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                       | Miscellaneous durable goods whsle ...                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193                      | Recyclable material whsle .....                                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421930                     | Recyclable material whsle .....                                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219301                    | Iron & steel scrap processors & dealers .....                         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193011                   | Iron & steel scrap processors (using power processing equipment)..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                        | Wholesale trade, nondurable goods .....                               | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
|                            | <b>Agents, brokers, and commission merchants .....</b>                | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                        | Wholesale trade, nondurable goods .....                               | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

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|-----------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>FREDERICK COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                   | <b>Wholesale trade .....</b>                               | <b>82</b>               | <b>301 968</b>  | <b>33 165</b>            | <b>8 148</b>                    | <b>1 246</b>  | <b>55 099</b>                | <b>20 813</b>                                  | <b>28 269</b>                                  |
| 421                         | Wholesale trade, durable goods .....                       | 55                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211                        | Motor vehicle & motor vehicle parts & supplies whsle ..... | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42112                       | Motor vehicle supplies & new parts whsle .....             | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421120                      | Motor vehicle supplies & new parts whsle .....             | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4211202                     | Motor vehicle supplies & new parts—jobbers .....           | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4214                        | Professional & commercial equipment & supplies whsle ..... | 7                       | 34 817          | 5 523                    | 1 994                           | 224   | 7 830                        | 2 169  | 6 803  |
| 42149                       | Other professional equipment & supplies whsle .....        | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421490                      | Other professional equipment & supplies whsle .....        | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214902                     | Other professional equipment & supplies whsle .....        | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215                        | Metal & mineral (except petroleum) whsle .....             | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151                       | Metal service centers & offices .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510                      | Metal service centers & offices .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215101                     | Ferrous metal service centers & sales offices .....        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151011                    | Ferrous metal service centers .....                        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                        | Machinery, equipment, & supplies whsle .....               | 18                      | 37 256          | 4 554                    | 1 094                           | 154   | 8 003                        | 4 697  | 5 688  |
| 42183                       | Industrial machinery & equipment whsle .....               | 7                       | 14 327          | 2 407                    | 567                             | 91  | 4 276                        | 1 004  | 1 358  |
| 421830                      | Industrial machinery & equipment whsle .....               | 7                       | 14 327          | 2 407                    | 567                             | 91  | 4 276                        | 1 004  | 1 358  |
| 42184                       | Industrial supplies whsle .....                            | 5                       | 8 247           | 801                      | 221                             | 28  | 1 627                        | 677  | 973  |
| 421840                      | Industrial supplies whsle .....                            | 5                       | 8 247           | 801                      | 221                             | 28  | 1 627                        | 677  | 973  |
| 4219                        | Miscellaneous durable goods whsle ...                      | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                         | Wholesale trade, nondurable goods .....                    | 27                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224                        | Grocery & related products whsle .....                     | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                       | Other grocery & related products whsle .....               | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490                      | Other grocery & related products whsle .....               | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                        | Petroleum & petroleum products whsle .....                 | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42271                       | Petroleum bulk stations & terminals .....                  | 5                       | 42 030          | 5 481                    | 1 224                           | 259   | 7 432                        | 2 752  | 2 788  |
| 422710                      | Petroleum bulk stations & terminals .....                  | 5                       | 42 030          | 5 481                    | 1 224                           | 259   | 7 432                        | 2 752  | 2 788  |
| 4227101                     | Petroleum bulk stations & terminals (except LP) .....      | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4228                        | Beer, wine, & distilled alcoholic beverage whsle .....     | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42281                       | Beer & ale whsle .....                                     | 4                       | 32 642          | 3 849                    | 837                             | 114   | 6 613                        | 1 690  | 1 808  |
| 422810                      | Beer & ale whsle .....                                     | 4                       | 32 642          | 3 849                    | 837                             | 114   | 6 613                        | 1 690  | 1 808  |
|                             | <b>Merchant wholesalers .....</b>                          | <b>77</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>g</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                         | Wholesale trade, durable goods .....                       | 52                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211                        | Motor vehicle & motor vehicle parts & supplies whsle ..... | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                        | Professional & commercial equipment & supplies whsle ..... | 7                       | 34 817          | 5 523                    | 1 994                           | 224   | 7 830                        | 2 169  | 6 803  |
| 42149                       | Other professional equipment & supplies whsle .....        | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421490                      | Other professional equipment & supplies whsle .....        | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214902                     | Other professional equipment & supplies whsle .....        | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215                        | Metal & mineral (except petroleum) whsle .....             | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151                       | Metal service centers & offices .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510                      | Metal service centers & offices .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215101                     | Ferrous metal service centers & sales offices .....        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151011                    | Ferrous metal service centers .....                        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                        | Machinery, equipment, & supplies whsle .....               | 18                      | 37 256          | 4 554                    | 1 094                           | 154   | 8 003                        | 4 697  | 5 688  |
| 42183                       | Industrial machinery & equipment whsle .....               | 7                       | 14 327          | 2 407                    | 567                             | 91  | 4 276                        | 1 004  | 1 358  |
| 421830                      | Industrial machinery & equipment whsle .....               | 7                       | 14 327          | 2 407                    | 567                             | 91  | 4 276                        | 1 004  | 1 358  |
| 42184                       | Industrial supplies whsle .....                            | 5                       | 8 247           | 801                      | 221                             | 28  | 1 627                        | 677  | 973  |
| 421840                      | Industrial supplies whsle .....                            | 5                       | 8 247           | 801                      | 221                             | 28  | 1 627                        | 677  | 973  |
| 4219                        | Miscellaneous durable goods whsle ...                      | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                       | Geographic area, type of operation, and kind of business         | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|----------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>FREDERICK COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>Merchant wholesalers—Con.</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422                              | Wholesale trade, nondurable goods . . . .                        | 25                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4224                             | Grocery & related products whse . . . .                          | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42249                            | Other grocery & related products whse . . . . .                  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422490                           | Other grocery & related products whse . . . . .                  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227                             | Petroleum & petroleum products whse . . . . .                    | 6                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42271                            | Petroleum bulk stations & terminals . . . . .                    | 5                       | 42 030          | 5 481                    | 1 224                           | 259   | 7 432                        | 2 752                              | 2 788                              |
| 422710                           | Petroleum bulk stations & terminals . . . . .                    | 5                       | 42 030          | 5 481                    | 1 224                           | 259   | 7 432                        | 2 752                              | 2 788                              |
| 4227101                          | Petroleum bulk stations & terminals (except LP) . . . . .        | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
|                                  | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
|                                  | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                              | Wholesale trade, nondurable goods . . . .                        | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>GILES COUNTY, VA</b>          |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42                               | <b>Wholesale trade . . . . .</b>                                 | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                              | Wholesale trade, nondurable goods . . . .                        | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                                  | <b>Merchant wholesalers . . . . .</b>                            | <b>5</b>                | <b>2 151</b>    | <b>297</b>               | <b>64</b>                       | <b>27</b>   | <b>580</b>                   | <b>343</b>                         | <b>450</b>                         |
|                                  | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                              | Wholesale trade, nondurable goods . . . .                        | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>GLOUCESTER COUNTY, VA</b>     |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42                               | <b>Wholesale trade . . . . .</b>                                 | <b>30</b>               | <b>42 502</b>   | <b>5 568</b>             | <b>1 476</b>                    | <b>360</b>  | <b>11 693</b>                | <b>3 221</b>                       | <b>2 624</b>                       |
| 422                              | Wholesale trade, nondurable goods . . . .                        | 25                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224                             | Grocery & related products whse . . . .                          | 18                      | 29 309          | 4 344                    | 1 241                           | 289   | 8 619                        | 1 547                              | 830                                |
| 42246                            | Fish & seafood whse . . . . .                                    | 11                      | 22 335          | 2 803                    | 869                             | 222   | 5 936                        | 1 499                              | 777                                |
| 422460                           | Fish & seafood whse . . . . .                                    | 11                      | 22 335          | 2 803                    | 869                             | 222   | 5 936                        | 1 499                              | 777                                |
|                                  | <b>Merchant wholesalers . . . . .</b>                            | <b>27</b>               | <b>40 651</b>   | <b>5 524</b>             | <b>1 466</b>                    | <b>356</b>  | <b>11 581</b>                | <b>3 221</b>                       | <b>2 624</b>                       |
| 422                              | Wholesale trade, nondurable goods . . . .                        | 23                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224                             | Grocery & related products whse . . . .                          | 17                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42246                            | Fish & seafood whse . . . . .                                    | 11                      | 22 335          | 2 803                    | 869                             | 222   | 5 936                        | 1 499                              | 777                                |
| 422460                           | Fish & seafood whse . . . . .                                    | 11                      | 22 335          | 2 803                    | 869                             | 222   | 5 936                        | 1 499                              | 777                                |
|                                  | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>3</b>                | <b>1 851</b>    | <b>44</b>                | <b>10</b>                       | <b>4</b>  | <b>112</b>                   | <b>-</b>                           | <b>-</b>                           |
| <b>GOOCHLAND COUNTY, VA</b>      |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42                               | <b>Wholesale trade . . . . .</b>                                 | <b>25</b>               | <b>72 807</b>   | <b>4 898</b>             | <b>1 245</b>                    | <b>168</b>  | <b>9 366</b>                 | <b>3 836</b>                       | <b>4 047</b>                       |
| 421                              | Wholesale trade, durable goods . . . . .                         | 21                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218                             | Machinery, equipment, & supplies whse . . . . .                  | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4219                             | Miscellaneous durable goods whse . . . .                         | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199                            | Other miscellaneous durable goods whse . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421990                           | Other miscellaneous durable goods whse . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                              | Wholesale trade, nondurable goods . . . .                        | 4                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4224                             | Grocery & related products whse . . . .                          | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|                                  | <b>Merchant wholesalers . . . . .</b>                            | <b>21</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                              | Wholesale trade, durable goods . . . . .                         | 18                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218                             | Machinery, equipment, & supplies whse . . . . .                  | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4219                             | Miscellaneous durable goods whse . . . .                         | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199                            | Other miscellaneous durable goods whse . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421990                           | Other miscellaneous durable goods whse . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                              | Wholesale trade, nondurable goods . . . .                        | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4224                             | Grocery & related products whse . . . .                          | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|                                  | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                              | Wholesale trade, durable goods . . . . .                         | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                    | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|-------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>GRAYSON COUNTY, VA</b>     |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                            | Wholesale trade .....   | 3                       | 927             | 106                      | 25                              | 5   | 375                          | 46   | 47   |
|                               | Merchant wholesalers .....                                      | 3                       | 927             | 106                      | 25                              | 5   | 375                          | 46   | 47   |
| <b>GREENE COUNTY, VA</b>      |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                            | Wholesale trade .....   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421                           | Wholesale trade, durable goods .....                            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                          | Hardware, & plumbing & heating equipment & supplies whsle ..... | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                               | Merchant wholesalers .....                                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421                           | Wholesale trade, durable goods .....                            | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                               | Agents, brokers, and commission merchants .....                 | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421                           | Wholesale trade, durable goods .....                            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>GREENSVILLE COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                            | Wholesale trade .....   | 10                      | 18 366          | 909                      | 214                             | 45  | 2 036                        | 1 435  | 1 898  |
| 421                           | Wholesale trade, durable goods .....                            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                          | Machinery, equipment, & supplies whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                           | Wholesale trade, nondurable goods .....                         | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                               | Merchant wholesalers .....                                      | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421                           | Wholesale trade, durable goods .....                            | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                          | Machinery, equipment, & supplies whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                           | Wholesale trade, nondurable goods .....                         | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                               | Manufacturers' sales branches and sales offices ..              | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>HALIFAX COUNTY, VA *</b>   |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                            | Wholesale trade .....   | 24                      | 76 904          | 5 307                    | 1 138                           | 262   | 12 933                       | 4 694  | 4 894  |
| 421                           | Wholesale trade, durable goods .....                            | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                          | Motor vehicle & motor vehicle parts & supplies whsle .....      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42111                         | Automobile & other motor vehicle whsle .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110                        | Automobile & other motor vehicle whsle .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                          | Machinery, equipment, & supplies whsle .....                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                           | Wholesale trade, nondurable goods .....                         | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                          | Petroleum & petroleum products whsle .....                      | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271                         | Petroleum bulk stations & terminals ..                          | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422710                        | Petroleum bulk stations & terminals .....                       | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227101                       | Petroleum bulk stations & terminals (except LP) .....           | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271011                      | Petroleum bulk stations (except LP) .....                       | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                               | Merchant wholesalers .....                                      | 19                      | 63 054          | 4 633                    | 1 003                           | 240   | 9 561                        | 4 434  | 4 768  |
| 421                           | Wholesale trade, durable goods .....                            | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                          | Motor vehicle & motor vehicle parts & supplies whsle .....      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                          | Machinery, equipment, & supplies whsle .....                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                           | Wholesale trade, nondurable goods .....                         | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                          | Petroleum & petroleum products whsle .....                      | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271                         | Petroleum bulk stations & terminals ..                          | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422710                        | Petroleum bulk stations & terminals .....                       | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227101                       | Petroleum bulk stations & terminals (except LP) .....           | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271011                      | Petroleum bulk stations (except LP) .....                       | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                               | Manufacturers' sales branches and sales offices ..              | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                               | Agents, brokers, and commission merchants .....                 | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|---------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>HANOVER COUNTY, VA</b> |   |                         |                  |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                 | <b>Wholesale trade .....</b>  | <b>240</b>              | <b>3 044 471</b> | <b>150 244</b>           | <b>35 745</b>                   | <b>4 199</b>  | <b>291 386</b>               | <b>228 985</b>                     | <b>211 289</b>                     |
| 421                       | Wholesale trade, durable goods .....                                    | 176                     | 724 595          | 58 559                   | 13 383                          | 1 670   | 117 750                      | 92 533                             | 89 858                             |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle.....               | 25                      | 83 040           | 6 827                    | 1 591                           | 245   | 12 244                       | 8 154                              | 7 036                              |
| 42111                     | Automobile & other motor vehicle whsle .....                            | 10                      | 61 625           | 4 041                    | 901                             | 131   | 7 033                        | 5 129                              | 5 363                              |
| 421110                    | Automobile & other motor vehicle whsle .....                            | 10                      | 61 625           | 4 041                    | 901                             | 131   | 7 033                        | 5 129                              | 5 363                              |
| 4211105                   | Heavy truck & tractor (over 26,000 lb) whsle .....                      | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42112                     | Motor vehicle supplies & new parts whsle .....                          | 9                       | 16 492           | 1 542                    | 385                             | 61  | 3 068                        | 2 584                              | 1 258                              |
| 421120                    | Motor vehicle supplies & new parts whsle .....                          | 9                       | 16 492           | 1 542                    | 385                             | 61  | 3 068                        | 2 584                              | 1 258                              |
| 42114                     | Motor vehicle parts, (used) whsle . . .                                 | 6                       | 4 923            | 1 244                    | 305                             | 53  | 2 143                        | 441                                | 415                                |
| 421140                    | Motor vehicle parts, (used) whsle . . .                                 | 6                       | 4 923            | 1 244                    | 305                             | 53  | 2 143                        | 441                                | 415                                |
| 4212                      | Furniture & home furnishings whsle . . .                                | 6                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42121                     | Furniture whsle .....   | 4                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421210                    | Furniture whsle .....   | 4                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212101                   | Household & lawn furniture whsle .....                                  | 1                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4213                      | Lumber & other construction materials whsle .....                       | 9                       | 51 496           | 2 650                    | 386                             | 59  | 4 122                        | 1 051                              | 1 542                              |
| 42131                     | Lumber, plywood, millwork, & wood panel whsle .....                     | 4                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421310                    | Lumber, plywood, millwork, & wood panel whsle .....                     | 4                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42133                     | Roofing, siding, & insulation material whsle .....                      | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421330                    | Roofing, siding, & insulation material whsle .....                      | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213301                   | Roofing, siding, & insulation material whsle .....                      | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                      | Professional & commercial equipment & supplies whsle .....              | 19                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42141                     | Photographic equipment & supplies whsle .....                           | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421410                    | Photographic equipment & supplies whsle .....                           | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42143                     | Computer & computer peripheral equipment & software whsle .....         | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421430                    | Computer & computer peripheral equipment & software whsle .....         | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214301                   | Computer & peripheral equipment whsle .....                             | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42143012                  | Computers & peripheral equipment for end use .....                      | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42146                     | Ophthalmic goods whsle .....  | 1                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421460                    | Ophthalmic goods whsle .....  | 1                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4215                      | Metal & mineral (except petroleum) whsle .....                          | 6                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151                     | Metal service centers & offices .....                                   | 6                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421510                    | Metal service centers & offices .....                                   | 6                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215101                   | Ferrous metal service centers & sales offices .....                     | 6                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151011                  | Ferrous metal service centers .....                                     | 5                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4216                      | Electrical goods whsle .....  | 23                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42161                     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 13                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421610                    | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 13                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42169                     | Other electronic parts & equipment whsle .....                          | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421690                    | Other electronic parts & equipment whsle .....                          | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4216902                   | Electronic parts (excluding communications equipment) whsle .....       | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217                      | Hardware, & plumbing & heating equipment & supplies whsle .....         | 17                      | 46 739           | 5 178                    | 1 214                           | 184   | 10 713                       | 5 864                              | 5 829                              |
| 42171                     | Hardware whsle .....  | 8                       | 19 832           | 2 555                    | 653                             | 102   | 5 875                        | 3 749                              | 3 569                              |
| 421710                    | Hardware whsle .....  | 8                       | 19 832           | 2 555                    | 653                             | 102   | 5 875                        | 3 749                              | 3 569                              |
| 42174                     | Refrigeration equipment & supplies whsle .....                          | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421740                    | Refrigeration equipment & supplies whsle .....                          | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |



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| NAICS code | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>HANOVER COUNTY, VA—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4218       | Machinery, equipment, & supplies whsle .....                           | 60                      | 288 160         | 22 510                   | 5 279                           | 557   | 47 826                       | 51 877   | 52 396   |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle ..... | 14                      | 163 946         | 9 104                    | 2 245                           | 223   | 18 987                       | 34 221   | 33 301   |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle ..... | 14                      | 163 946         | 9 104                    | 2 245                           | 223   | 18 987                       | 34 221   | 33 301   |
| 42182      | Farm & garden machinery & equipment whsle .....                        | 5                       | 44 621          | 4 319                    | 883                             | 107   | 7 836                        | 10 472   | 11 591   |
| 421820     | Farm & garden machinery & equipment whsle .....                        | 5                       | 44 621          | 4 319                    | 883                             | 107   | 7 836                        | 10 472   | 11 591   |
| 4218202    | Farm machinery & equipment—whsle distributors .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218203    | Lawn & garden machinery & equipment whsle .....                        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle .....                           | 27                      | 59 229          | 6 080                    | 1 491                           | 138   | 14 798                       | 5 543  | 5 871  |
| 421830     | Industrial machinery & equipment whsle .....                           | 27                      | 59 229          | 6 080                    | 1 491                           | 138   | 14 798                       | 5 543  | 5 871  |
| 4218303    | General-purpose industrial machinery & equipment whsle .               | 6                       | 19 305          | 1 999                    | 421                             | 41  | 3 801                        | 1 678  | 1 884  |
| 4218307    | Other industrial machinery & equipment whsle .....                     | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184      | Industrial supplies whsle .....  | 11                      | 18 530          | 2 633                    | 572                             | 74  | 5 489                        | 1 494  | 1 496  |
| 421840     | Industrial supplies whsle .....  | 11                      | 18 530          | 2 633                    | 572                             | 74  | 5 489                        | 1 494  | 1 496  |
| 4218401    | General-line industrial supplies whsle .....                           | 5                       | 11 385          | 1 429                    | 334                             | 38  | 3 231                        | 605  | 582  |
| 4219       | Miscellaneous durable goods whsle ...                                  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle .....                          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle .....                          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219901    | Musical instruments & supplies whsle .....                             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                                | 64                      | 2 319 876       | 91 685                   | 22 362                          | 2 529   | 173 636                      | 136 452  | 121 431  |
| 4224       | Grocery & related products whsle .....                                 | 25                      | 2 096 697       | 64 396                   | 15 052                          | 1 855   | 122 991                      | 117 668  | 108 391  |
| 42241      | General-line grocery whsle .....                                       | 3                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 422410     | General-line grocery whsle .....                                       | 3                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224102    | General-line grocery whsle, retail cooperative .....                   | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224103    | Other general-line grocery whsle .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42243      | Dairy products, (except dried or canned) whsle .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422430     | Dairy products, (except dried or canned) whsle .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224302    | Dairy product (except raw milk) whsle .....                            | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42247      | Meat & meat product whsle .....  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422470     | Meat & meat product whsle .....  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle .....                           | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle .....                           | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224904    | Canned goods whsle .....   | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224906    | Other grocery specialties whsle .                                      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle .....                                 | 12                      | 71 087          | 21 653                   | 5 712                           | 379   | 38 286                       | 2 354  | 3 157  |
| 42269      | Other chemical & allied products whsle .....                           | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 422690     | Other chemical & allied products whsle .....                           | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whsle .....                           | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle .....                             | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ...   | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle .....                             | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |

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| NAICS code                     | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|--------------------------------|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>HANOVER COUNTY, VA—Con.</b> |  |                         |                  |                          |                                 |   |                              |                                    |                                    |
|                                | <b>Merchant wholesalers . . . . .</b>                                      | <b>194</b>              | <b>2 306 151</b> | <b>128 406</b>           | <b>30 782</b>                   | <b>3 560</b>  | <b>252 174</b>               | <b>209 262</b>                     | <b>191 734</b>                     |
| 421                            | Wholesale trade, durable goods . . . . .                                   | 145                     | D                | D                        | D                               | g   | D                            | D                                  | D                                  |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 21                      | 75 171           | 5 857                    | 1 351                           | 207   | 10 083                       | 7 636                              | 6 432                              |
| 42111                          | Automobile & other motor vehicle whsle . . . . .                           | 8                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421110                         | Automobile & other motor vehicle whsle . . . . .                           | 8                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211105                        | Heavy truck & tractor (over 26,000 lb) whsle . . . . .                     | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42112                          | Motor vehicle supplies & new parts whsle . . . . .                         | 7                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421120                         | Motor vehicle supplies & new parts whsle . . . . .                         | 7                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42114                          | Motor vehicle parts, (used) whsle . . . . .                                | 6                       | 4 923            | 1 244                    | 305                             | 53  | 2 143                        | 441                                | 415                                |
| 421140                         | Motor vehicle parts, (used) whsle . . . . .                                | 6                       | 4 923            | 1 244                    | 305                             | 53  | 2 143                        | 441                                | 415                                |
| 4212                           | Furniture & home furnishings whsle . . . . .                               | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213                           | Lumber & other construction materials whsle . . . . .                      | 9                       | 51 496           | 2 650                    | 386                             | 59  | 4 122                        | 1 051                              | 1 542                              |
| 42133                          | Roofing, siding, & insulation material whsle . . . . .                     | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421330                         | Roofing, siding, & insulation material whsle . . . . .                     | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213301                        | Roofing, siding, & insulation material whsle . . . . .                     | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                           | Professional & commercial equipment & supplies whsle . . . . .             | 17                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42143                          | Computer & computer peripheral equipment & software whsle . . . . .        | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421430                         | Computer & computer peripheral equipment & software whsle . . . . .        | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214301                        | Computer & peripheral equipment whsle . . . . .                            | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42143012                       | Computers & peripheral equipment for end use . . . . .                     | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4215                           | Metal & mineral (except petroleum) whsle . . . . .                         | 6                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151                          | Metal service centers & offices . . . . .                                  | 6                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421510                         | Metal service centers & offices . . . . .                                  | 6                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215101                        | Ferrous metal service centers & sales offices . . . . .                    | 6                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4216                           | Electrical goods whsle . . . . .   | 14                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217                           | Hardware, & plumbing & heating equipment & supplies whsle . . . . .        | 12                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42171                          | Hardware whsle . . . . .   | 8                       | 19 832           | 2 555                    | 653                             | 102   | 5 875                        | 3 749                              | 3 569                              |
| 421710                         | Hardware whsle . . . . .   | 8                       | 19 832           | 2 555                    | 653                             | 102   | 5 875                        | 3 749                              | 3 569                              |
| 4218                           | Machinery, equipment, & supplies whsle . . . . .                           | 53                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42181                          | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 12                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421810                         | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 12                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42182                          | Farm & garden machinery & equipment whsle . . . . .                        | 5                       | 44 621           | 4 319                    | 883                             | 107   | 7 836                        | 10 472                             | 11 591                             |
| 421820                         | Farm & garden machinery & equipment whsle . . . . .                        | 5                       | 44 621           | 4 319                    | 883                             | 107   | 7 836                        | 10 472                             | 11 591                             |
| 4218202                        | Farm machinery & equipment—whsle distributors . . . . .                    | 1                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218203                        | Lawn & garden machinery & equipment whsle . . . . .                        | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183                          | Industrial machinery & equipment whsle . . . . .                           | 24                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421830                         | Industrial machinery & equipment whsle . . . . .                           | 24                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218303                        | General-purpose industrial machinery & equipment whsle . . . . .           | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218307                        | Other industrial machinery & equipment whsle . . . . .                     | 6                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42184                          | Industrial supplies whsle . . . . .  | 9                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421840                         | Industrial supplies whsle . . . . .  | 9                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                           | Miscellaneous durable goods whsle . . . . .                                | 8                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42199                          | Other miscellaneous durable goods whsle . . . . .                          | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421990                         | Other miscellaneous durable goods whsle . . . . .                          | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219901                        | Musical instruments & supplies whsle . . . . .                             | 1                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |

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| NAICS code  | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>HANOVER COUNTY, VA—Con.</b>                            |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                          |  |                         |                  |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods .....                                | 49                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                                 | 17                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 42241   | General-line grocery whsle .....                                       | 1                       | D                | D                        | D                               | g   | D                            | D  | D  |
| 422410  | General-line grocery whsle .....                                       | 1                       | D                | D                        | D                               | g   | D                            | D  | D  |
| 4224102   | General-line grocery whsle, retail cooperative .....                   | 1                       | D                | D                        | D                               | g   | D                            | D  | D  |
| 42243   | Dairy products, (except dried or canned) whsle .....                   | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422430  | Dairy products, (except dried or canned) whsle .....                   | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224302   | Dairy product (except raw milk) whsle .....                            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....                           | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....                           | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4226  | Chemical & allied products whsle .....                                 | 9                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42269   | Other chemical & allied products whsle .....                           | 8                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 422690  | Other chemical & allied products whsle .....                           | 8                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4226902   | Other chemical & allied products whsle .....                           | 7                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle .....                             | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42272   | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422720  | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                             | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  | <b>9</b>                | <b>97 832</b>    | <b>7 777</b>             | <b>1 849</b>                    | <b>197</b>  | <b>16 158</b>                | <b>18 943</b>                                  | <b>18 893</b>                                  |
| 421   | Wholesale trade, durable goods .....                                   | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....                           | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants .....</b>    |  | <b>37</b>               | <b>640 488</b>   | <b>14 061</b>            | <b>3 114</b>                    | <b>442</b>  | <b>23 054</b>                | <b>780</b>                                     | <b>662</b>                                     |
| 421   | Wholesale trade, durable goods .....                                   | 26                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216  | Electrical goods whsle .....   | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42169   | Other electronic parts & equipment whsle .....                         | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421690  | Other electronic parts & equipment whsle .....                         | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                | 11                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                                 | 8                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....                           | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....                           | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4224904   | Canned goods whsle .....   | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4224906   | Other grocery specialties whsle ..                                     | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| <b>HENRICO COUNTY, VA</b>                                 |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>   | <b>474</b>              | <b>5 902 451</b> | <b>309 989</b>           | <b>78 441</b>                   | <b>7 602</b>  | <b>586 304</b>               | <b>419 897</b>                                 | <b>445 722</b>                                 |
| 421   | Wholesale trade, durable goods .....                                   | 348                     | 2 861 221        | 215 663                  | 55 325                          | 4 911   | 384 557                      | 213 500  | 208 035  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle .....             | 18                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle .....                           | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle .....                           | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211103   | Light truck & van (14,000 lb or less) whsle .....                      | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112   | Motor vehicle supplies & new parts whsle .....                         | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421120  | Motor vehicle supplies & new parts whsle .....                         | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4211202   | Motor vehicle supplies & new parts—jobbers .....                       | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212  | Furniture & home furnishings whsle ...                                 | 24                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42121   | Furniture whsle .....  | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421210  | Furniture whsle .....  | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212102   | Office & business furniture whsle .....                                | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42122   | Home furnishings whsle .....   | 14                      | 48 611           | 5 243                    | 1 204                           | 145   | 9 983                        | 4 912  | 4 723  |
| 421220  | Home furnishings whsle .....   | 14                      | 48 611           | 5 243                    | 1 204                           | 145   | 9 983                        | 4 912  | 4 723  |
| 4212203   | Floor coverings whsle .....  | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                     | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|--------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>HENRICO COUNTY, VA—Con.</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                      | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421                            | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4213                           | Lumber & other construction materials whsle .....                       | 19                      | 352 822         | 13 337                   | 3 044                           | 371   | 26 307                       | 14 664                             | 12 733                             |
| 42131                          | Lumber, plywood, millwork, & wood panel whsle .....                     | 10                      | 309 351         | 9 130                    | 2 104                           | 242   | 17 763                       | 10 655                             | 8 850                              |
| 421310                         | Lumber, plywood, millwork, & wood panel whsle .....                     | 10                      | 309 351         | 9 130                    | 2 104                           | 242   | 17 763                       | 10 655                             | 8 850                              |
| 4213101                        | Lumber without yard whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213103                        | Plywood, veneer, millwork, & wood panel whsle .....                     | 7                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42133                          | Roofing, siding, & insulation material whsle .....                      | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421330                         | Roofing, siding, & insulation material whsle .....                      | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213301                        | Roofing, siding, & insulation material whsle .....                      | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42139                          | Other construction materials whsle ..                                   | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421390                         | Other construction materials whsle ..                                   | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213901                        | Flat glass & other construction glass whsle .....                       | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                           | Professional & commercial equipment & supplies whsle .....              | 72                      | 705 652         | 65 940                   | 19 040                          | 1 350   | 114 963                      | 31 068                             | 27 639                             |
| 42141                          | Photographic equipment & supplies whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421410                         | Photographic equipment & supplies whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42142                          | Office equipment whsle .....  | 17                      | 170 118         | 21 820                   | 6 046                           | 518   | 36 433                       | 9 818                              | 9 927                              |
| 421420                         | Office equipment whsle .....  | 17                      | 170 118         | 21 820                   | 6 046                           | 518   | 36 433                       | 9 818                              | 9 927                              |
| 42143                          | Computer & computer peripheral equipment & software whsle .....         | 24                      | 367 152         | 31 509                   | 10 020                          | 552   | 57 020                       | 6 857                              | 6 740                              |
| 421430                         | Computer & computer peripheral equipment & software whsle .....         | 24                      | 367 152         | 31 509                   | 10 020                          | 552   | 57 020                       | 6 857                              | 6 740                              |
| 4214301                        | Computer & peripheral equipment whsle .....                             | 21                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 42143011                       | Computers & peripheral equipment for resale .....                       | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42143012                       | Computers & peripheral equipment for end use .....                      | 12                      | 274 397         | 26 501                   | 8 380                           | 401   | 46 703                       | 2 769                              | 2 817                              |
| 4214302                        | Computer software (packaged) whsle .....                                | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42145                          | Medical, dental, & hospital equipment & supplies whsle .....            | 23                      | 136 789         | 9 486                    | 2 211                           | 180   | 16 415                       | 12 101                             | 8 475                              |
| 421450                         | Medical, dental, & hospital equipment & supplies whsle .....            | 23                      | 136 789         | 9 486                    | 2 211                           | 180   | 16 415                       | 12 101                             | 8 475                              |
| 4214501                        | Surgical, medical, & hospital supplies whsle .....                      | 21                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215                           | Metal & mineral (except petroleum) whsle .....                          | 14                      | 217 112         | 11 092                   | 2 745                           | 297   | 23 426                       | 16 578                             | 17 898                             |
| 42151                          | Metal service centers & offices .....                                   | 14                      | 217 112         | 11 092                   | 2 745                           | 297   | 23 426                       | 16 578                             | 17 898                             |
| 421510                         | Metal service centers & offices .....                                   | 14                      | 217 112         | 11 092                   | 2 745                           | 297   | 23 426                       | 16 578                             | 17 898                             |
| 4215101                        | Ferrous metal service centers & sales offices .....                     | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151011                       | Ferrous metal service centers .....                                     | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151012                       | Ferrous metal sales offices .....                                       | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4216                           | Electrical goods whsle .....  | 58                      | 781 256         | 51 300                   | 12 648                          | 991   | 88 714                       | 43 406                             | 45 069                             |
| 42161                          | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 22                      | 153 324         | 10 641                   | 2 941                           | 247   | 15 810                       | 31 664                             | 32 963                             |
| 421610                         | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 22                      | 153 324         | 10 641                   | 2 941                           | 247   | 15 810                       | 31 664                             | 32 963                             |
| 42162                          | Electrical appliance, television & radio set whsle .....                | 8                       | 385 546         | 25 333                   | 6 234                           | 500   | 46 668                       | 7 674                              | 7 614                              |
| 421620                         | Electrical appliance, television & radio set whsle .....                | 8                       | 385 546         | 25 333                   | 6 234                           | 500   | 46 668                       | 7 674                              | 7 614                              |
| 42169                          | Other electronic parts & equipment whsle .....                          | 28                      | 242 386         | 15 326                   | 3 473                           | 244   | 26 236                       | 4 068                              | 4 492                              |
| 421690                         | Other electronic parts & equipment whsle .....                          | 28                      | 242 386         | 15 326                   | 3 473                           | 244   | 26 236                       | 4 068                              | 4 492                              |
| 4216901                        | Communications equipment & supplies whsle .....                         | 17                      | 195 240         | 12 328                   | 2 857                           | 179   | 20 347                       | 2 333                              | 2 726                              |
| 4216902                        | Electronic parts (excluding communications equipment) whsle .....       | 11                      | 47 146          | 2 998                    | 616                             | 65  | 5 889                        | 1 735                              | 1 766                              |
| 4217                           | Hardware, & plumbing & heating equipment & supplies whsle .....         | 33                      | 166 851         | 15 699                   | 3 555                           | 351   | 26 732                       | 16 037                             | 17 785                             |
| 42171                          | Hardware whsle .....  | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421710                         | Hardware whsle .....  | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42172                          | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 10                      | 68 786          | 5 073                    | 975                             | 136   | 8 791                        | 3 914                              | 4 512                              |
| 421720                         | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 10                      | 68 786          | 5 073                    | 975                             | 136   | 8 791                        | 3 914                              | 4 512                              |
| 42173                          | Warm air heating & air-conditioning equipment & supplies whsle .....    | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421730                         | Warm air heating & air-conditioning equipment & supplies whsle .....    | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                     | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|--------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>HENRICO COUNTY, VA—Con.</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                      | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421                            | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4218                           | Machinery, equipment, & supplies whsle . . . . .                            | 84                      | 315 717         | 33 629                   | 8 245                           | 778   | 59 256                       | 32 945                             | 33 891                             |
| 42181                          | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 11                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421810                         | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 11                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183                          | Industrial machinery & equipment whsle . . . . .                            | 46                      | 197 704         | 24 068                   | 5 862                           | 502   | 42 174                       | 15 770                             | 14 674                             |
| 421830                         | Industrial machinery & equipment whsle . . . . .                            | 46                      | 197 704         | 24 068                   | 5 862                           | 502   | 42 174                       | 15 770                             | 14 674                             |
| 4218302                        | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .   | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218303                        | General-purpose industrial machinery & equipment whsle . . . . .            | 16                      | 35 645          | 4 791                    | 1 177                           | 98  | 9 300                        | 4 423                              | 4 937                              |
| 4218305                        | Materials handling equipment whsle . . . . .                                | 6                       | 12 253          | 1 449                    | 283                             | 35  | 2 680                        | 741                                | 656                                |
| 4218307                        | Other industrial machinery & equipment whsle . . . . .                      | 13                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42184                          | Industrial supplies whsle . . . . .   | 13                      | 52 334          | 3 741                    | 941                             | 100   | 7 289                        | 3 777                              | 6 150                              |
| 421840                         | Industrial supplies whsle . . . . .   | 13                      | 52 334          | 3 741                    | 941                             | 100   | 7 289                        | 3 777                              | 6 150                              |
| 4218401                        | General-line industrial supplies whsle . . . . .                            | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218406                        | Other industrial supplies whsle . . . . .                                   | 6                       | 27 531          | 1 142                    | 259                             | 34  | 2 777                        | 1 118                              | 1 134                              |
| 42185                          | Service establishment equipment & supplies whsle . . . . .                  | 10                      | 16 856          | 1 851                    | 487                             | 62  | 3 592                        | 779                                | 1 675                              |
| 421850                         | Service establishment equipment & supplies whsle . . . . .                  | 10                      | 16 856          | 1 851                    | 487                             | 62  | 3 592                        | 779                                | 1 675                              |
| 4218503                        | Laundry & dry-cleaning equipment & supplies whsle . . . . .                 | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                           | Miscellaneous durable goods whsle . . . . .                                 | 26                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42191                          | Sporting & recreational goods & supplies whsle . . . . .                    | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421910                         | Sporting & recreational goods & supplies whsle . . . . .                    | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42194                          | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421940                         | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199                          | Other miscellaneous durable goods whsle . . . . .                           | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421990                         | Other miscellaneous durable goods whsle . . . . .                           | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219904                        | Prerecorded media whsle . . . . .   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199042                       | Prerecorded video tapes whsle . . . . .                                     | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219905                        | Fire extinguishers & fire safety equipment whsle . . . . .                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219906                        | Other durable goods whsle . . . . .   | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422                            | Wholesale trade, nondurable goods . . . . .                                 | 126                     | 3 041 230       | 94 326                   | 23 116                          | 2 691   | 201 747                      | 206 397                            | 237 687                            |
| 4221                           | Paper & paper product whsle . . . . .                                       | 31                      | 266 188         | 21 569                   | 5 191                           | 619   | 53 741                       | 25 356                             | 26 606                             |
| 42211                          | Printing & writing paper whsle . . . . .                                    | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422110                         | Printing & writing paper whsle . . . . .                                    | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42212                          | Stationery & office supplies whsle . . . . .                                | 20                      | 108 355         | 13 620                   | 3 314                           | 440   | 35 597                       | 11 124                             | 11 582                             |
| 422120                         | Stationery & office supplies whsle . . . . .                                | 20                      | 108 355         | 13 620                   | 3 314                           | 440   | 35 597                       | 11 124                             | 11 582                             |
| 42213                          | Industrial & personal service paper whsle . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422130                         | Industrial & personal service paper whsle . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4222                           | Drugs, & druggists' sundries whsle . . . . .                                | 9                       | 1 080 275       | 17 740                   | 4 870                           | 387   | 35 363                       | 118 795                            | 135 141                            |
| 42221                          | Drugs, & druggists' sundries whsle . . . . .                                | 9                       | 1 080 275       | 17 740                   | 4 870                           | 387   | 35 363                       | 118 795                            | 135 141                            |
| 422210                         | Drugs, & druggists' sundries whsle . . . . .                                | 9                       | 1 080 275       | 17 740                   | 4 870                           | 387   | 35 363                       | 118 795                            | 135 141                            |
| 4222101                        | General-line drugs whsle . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4222102                        | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4223                           | Apparel, piece goods, & notions whsle . . . . .                             | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224                           | Grocery & related products whsle . . . . .                                  | 22                      | 1 104 471       | 23 682                   | 5 752                           | 733   | 49 663                       | 10 800                             | 10 760                             |
| 42241                          | General-line grocery whsle . . . . .  | 5                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422410                         | General-line grocery whsle . . . . .  | 5                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224103                        | Other general-line grocery whsle . . . . .                                  | 5                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42242                          | Packaged frozen food whsle . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422420                         | Packaged frozen food whsle . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42249                          | Other grocery & related products whsle . . . . .                            | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422490                         | Other grocery & related products whsle . . . . .                            | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224902                        | Bread & baked goods whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224903                        | Soft drinks whsle . . . . .   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                     | Geographic area, type of operation, and kind of business       | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------------------|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>HENRICO COUNTY, VA—Con.</b> |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade—Con.</b>                                    |                         |                  |                          |                                 |   |                              |  |  |
| 422                            | Wholesale trade, nondurable goods—Con.                         |                         |                  |                          |                                 |   |                              |  |  |
| 4225                           | Farm-product raw material whsle . . . .                        | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42259                          | Other farm product raw material whsle . . . . .                | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422590                         | Other farm product raw material whsle . . . . .                | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4226                           | Chemical & allied products whsle . . . .                       | 20                      | 293 291          | 5 216                    | 1 273                           | 140   | 10 471                       | 33 074   | 46 949   |
| 42261                          | Plastics materials & basic forms & shapes whsle . . . . .      | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422610                         | Plastics materials & basic forms & shapes whsle . . . . .      | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42269                          | Other chemical & allied products whsle . . . . .               | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422690                         | Other chemical & allied products whsle . . . . .               | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4226902                        | Other chemical & allied products whsle . . . . .               | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227                           | Petroleum & petroleum products whsle . . . . .                 | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4228                           | Beer, wine, & distilled alcoholic beverage whsle . . . . .     | 6                       | 96 241           | 10 427                   | 2 371                           | 337   | 19 419                       | 5 263  | 5 833  |
| 42281                          | Beer & ale whsle . . . . .                                     | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422810                         | Beer & ale whsle . . . . .                                     | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229                           | Miscellaneous nondurable goods whsle . . . . .                 | 20                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42293                          | Flower, nursery stock, & florists' supplies whsle . . . . .    | 3                       | 9 911            | 1 510                    | 357                             | 69  | 3 162                        | 415  | 389  |
| 422930                         | Flower, nursery stock, & florists' supplies whsle . . . . .    | 3                       | 9 911            | 1 510                    | 357                             | 69  | 3 162                        | 415  | 389  |
| 42299                          | Other miscellaneous nondurable goods whsle . . . . .           | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422990                         | Other miscellaneous nondurable goods whsle . . . . .           | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229902                        | General merchandise (nondurable goods) whsle . . . .           | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229904                        | Other nondurable goods whsle . . . .                           | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Merchant wholesalers . . . . .</b>                          | <b>329</b>              | <b>2 796 519</b> | <b>186 202</b>           | <b>44 696</b>                   | <b>5 302</b>  | <b>357 399</b>               | <b>359 732</b>                                 | <b>374 376</b>                                 |
| 421                            | Wholesale trade, durable goods . . . . .                       | 236                     | 1 384 351        | 124 899                  | 30 384                          | 3 277   | 219 396                      | 196 512  | 191 331  |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 16                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42111                          | Automobile & other motor vehicle whsle . . . . .               | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421110                         | Automobile & other motor vehicle whsle . . . . .               | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211103                        | Light truck & van (14,000 lb or less) whsle . . . . .          | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112                          | Motor vehicle supplies & new parts whsle . . . . .             | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421120                         | Motor vehicle supplies & new parts whsle . . . . .             | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4211202                        | Motor vehicle supplies & new parts—jobbers . . . . .           | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212                           | Furniture & home furnishings whsle . . .                       | 18                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42121                          | Furniture whsle . . . . .                                      | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421210                         | Furniture whsle . . . . .                                      | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102                        | Office & business furniture whsle . . . . .                    | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42122                          | Home furnishings whsle . . . . .                               | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421220                         | Home furnishings whsle . . . . .                               | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212203                        | Floor coverings whsle . . . . .                                | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213                           | Lumber & other construction materials whsle . . . . .          | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42131                          | Lumber, plywood, millwork, & wood panel whsle . . . . .        | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421310                         | Lumber, plywood, millwork, & wood panel whsle . . . . .        | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4213101                        | Lumber without yard whsle . . . . .                            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42139                          | Other construction materials whsle . .                         | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421390                         | Other construction materials whsle . . . . .                   | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                       | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|----------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>HENRICO COUNTY, VA—Con.</b>   |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>Merchant wholesalers—Con.</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421                              | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4214                             | Professional & commercial equipment & supplies whsle . . . . .              | 50                      | 250 493         | 24 574                   | 6 260                           | 743   | 40 759                       | 25 124                             | 21 777                             |
| 42142                            | Office equipment whsle . . . . .  | 13                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421420                           | Office equipment whsle . . . . .  | 13                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42143                            | Computer & computer peripheral equipment & software whsle . . . . .         | 16                      | 97 711          | 6 771                    | 2 038                           | 191   | 12 718                       | 5 873                              | 5 732                              |
| 421430                           | Computer & computer peripheral equipment & software whsle . . . . .         | 16                      | 97 711          | 6 771                    | 2 038                           | 191   | 12 718                       | 5 873                              | 5 732                              |
| 4214301                          | Computer & peripheral equipment whsle . . . . .                             | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42143011                         | Computers & peripheral equipment for resale . . . . .                       | 7                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42143012                         | Computers & peripheral equipment for end use . . . . .                      | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214302                          | Computer software (packaged) whsle . . . . .                                | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42145                            | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 16                      | 88 751          | 5 624                    | 1 340                           | 150   | 9 519                        | 12 066                             | 8 448                              |
| 421450                           | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 16                      | 88 751          | 5 624                    | 1 340                           | 150   | 9 519                        | 12 066                             | 8 448                              |
| 4214501                          | Surgical, medical, & hospital supplies whsle . . . . .                      | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215                             | Metal & mineral (except petroleum) whsle . . . . .                          | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151                            | Metal service centers & offices . . . . .                                   | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421510                           | Metal service centers & offices . . . . .                                   | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215101                          | Ferrous metal service centers & sales offices . . . . .                     | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151011                         | Ferrous metal service centers . . . . .                                     | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4216                             | Electrical goods whsle . . . . .  | 25                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42161                            | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421610                           | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42162                            | Electrical appliance, television & radio set whsle . . . . .                | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421620                           | Electrical appliance, television & radio set whsle . . . . .                | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42169                            | Other electronic parts & equipment whsle . . . . .                          | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421690                           | Other electronic parts & equipment whsle . . . . .                          | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4216901                          | Communications equipment & supplies whsle . . . . .                         | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217                             | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 24                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42172                            | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421720                           | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42173                            | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421730                           | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218                             | Machinery, equipment, & supplies whsle . . . . .                            | 65                      | 264 629         | 30 957                   | 7 599                           | 714   | 54 076                       | 32 415                             | 33 325                             |
| 42181                            | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421810                           | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183                            | Industrial machinery & equipment whsle . . . . .                            | 33                      | 171 510         | 21 882                   | 5 337                           | 455   | 38 364                       | 15 616                             | 14 507                             |
| 421830                           | Industrial machinery & equipment whsle . . . . .                            | 33                      | 171 510         | 21 882                   | 5 337                           | 455   | 38 364                       | 15 616                             | 14 507                             |
| 4218303                          | General-purpose industrial machinery & equipment whsle . . . . .            | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218307                          | Other industrial machinery & equipment whsle . . . . .                      | 10                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42184                            | Industrial supplies whsle . . . . .   | 11                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421840                           | Industrial supplies whsle . . . . .   | 11                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218401                          | General-line industrial supplies whsle . . . . .                            | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42185                            | Service establishment equipment & supplies whsle . . . . .                  | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421850                           | Service establishment equipment & supplies whsle . . . . .                  | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218503                          | Laundry & dry-cleaning equipment & supplies whsle . . . . .                 | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

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| NAICS code  | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>HENRICO COUNTY, VA—Con.</b>                            |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                          |  |                         |                  |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods—Con.                                    |                         |                  |                          |                                 |   |                              |  |  |
| 4219  | Miscellaneous durable goods whse ...                                   | 18                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42194   | Jewelry/watch/silverware/precious stone, & precious metal whse .....   | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421940  | Jewelry/watch/silverware/precious stone, & precious metal whse ...     | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42199   | Other miscellaneous durable goods whse .....                           | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421990  | Other miscellaneous durable goods whse .....                           | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4219904   | Prerecorded media whse .....   | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42199042  | Prerecorded video tapes whse .....                                     | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4219905   | Fire extinguishers & fire safety equipment whse .....                  | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                | 93                      | 1 412 168        | 61 303                   | 14 312                          | 2 025   | 138 003                      | 163 220  | 183 045  |
| 4221  | Paper & paper product whse .....                                       | 26                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42211   | Printing & writing paper whse .....                                    | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422110  | Printing & writing paper whse ...                                      | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42212   | Stationery & office supplies whse ...                                  | 17                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 422120  | Stationery & office supplies whse .                                    | 17                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42213   | Industrial & personal service paper whse .....                         | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422130  | Industrial & personal service paper whse .....                         | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4222  | Drugs, & druggists' sundries whse ....                                 | 7                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42221   | Drugs, & druggists' sundries whse ...                                  | 7                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 422210  | Drugs, & druggists' sundries whse .....                                | 7                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4222101   | General-line drugs whse .....  | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4222102   | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whse ..... | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4223  | Apparel, piece goods, & notions whse .                                 | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224  | Grocery & related products whse .....                                  | 15                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42241   | General-line grocery whse .....  | 4                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 422410  | General-line grocery whse .....  | 4                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4224103   | Other general-line grocery whse .....                                  | 4                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42249   | Other grocery & related products whse .....                            | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422490  | Other grocery & related products whse .....                            | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4224903   | Soft drinks whse .....   | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4226  | Chemical & allied products whse .....                                  | 14                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42269   | Other chemical & allied products whse .....                            | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 422690  | Other chemical & allied products whse .....                            | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whse .....                              | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4228  | Beer, wine, & distilled alcoholic beverage whse .....                  | 6                       | 96 241           | 10 427                   | 2 371                           | 337   | 19 419                       | 5 263  | 5 833  |
| 42281   | Beer & ale whse .....  | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422810  | Beer & ale whse .....  | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whse .....                              | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42293   | Flower, nursery stock, & florists' supplies whse .....                 | 3                       | 9 911            | 1 510                    | 357                             | 69  | 3 162                        | 415  | 389  |
| 422930  | Flower, nursery stock, & florists' supplies whse .....                 | 3                       | 9 911            | 1 510                    | 357                             | 69  | 3 162                        | 415  | 389  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  | <b>66</b>               | <b>1 831 033</b> | <b>104 469</b>           | <b>29 513</b>                   | <b>1 889</b>  | <b>190 222</b>               | <b>57 593</b>                                  | <b>69 103</b>                                  |
| 421   | Wholesale trade, durable goods .....                                   | 48                      | 1 204 716        | 80 576                   | 22 693                          | 1 401   | 146 798                      | 16 693   | 16 354   |
| 4213  | Lumber & other construction materials whse .....                       | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42131   | Lumber, plywood, millwork, & wood panel whse .....                     | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421310  | Lumber, plywood, millwork, & wood panel whse .....                     | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213103   | Plywood, veneer, millwork, & wood panel whse .....                     | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whse .....              | 11                      | 401 305          | 39 245                   | 12 290                          | 580   | 70 197                       | 5 909  | 5 835  |
| 42142   | Office equipment whse .....  | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421420  | Office equipment whse .....  | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42143   | Computer & computer peripheral equipment & software whse .....         | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 421430  | Computer & computer peripheral equipment & software whse .....         | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4214301   | Computer & peripheral equipment whse .....                             | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42143012  | Computers & peripheral equipment for end use .....                     | 5                       | D                | D                        | D                               | e   | D                            | D  | D  |



**Table 5. Summary Statistics for Counties: 1997—Con.**

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| NAICS code  | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>HENRICO COUNTY, VA—Con.</b>                              |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>Manufacturers' sales branches and sales offices—Con.</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods—Con.                                     |                         |                  |                          |                                 |   |                              |  |  |
| 4215  | Metal & mineral (except petroleum) whsle .....                          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42151   | Metal service centers & offices .....                                   | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421510  | Metal service centers & offices .....                                   | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4215101   | Ferrous metal service centers & sales offices .....                     | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42151011  | Ferrous metal service centers .....                                     | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4216  | Electrical goods whsle .....  | 16                      | 512 253          | 31 506                   | 8 038                           | 519   | 53 933                       | 1 449  | 1 537  |
| 42161   | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421610  | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42169   | Other electronic parts & equipment whsle .....                          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421690  | Other electronic parts & equipment whsle .....                          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216901   | Communications equipment & supplies whsle .....                         | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....                            | 5                       | 28 506           | 933                      | 237                             | 20  | 2 044                        | 454  | 465  |
| 422   | Wholesale trade, nondurable goods .....                                 | 18                      | 626 317          | 23 893                   | 6 820                           | 488   | 43 424                       | 40 900   | 52 749   |
| 4226  | Chemical & allied products whsle .....                                  | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42269   | Other chemical & allied products whsle .....                            | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422690  | Other chemical & allied products whsle .....                            | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4226902   | Other chemical & allied products whsle .....                            | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                              | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42299   | Other miscellaneous nondurable goods whsle .....                        | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422990  | Other miscellaneous nondurable goods whsle .....                        | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants .....</b>      |   | <b>79</b>               | <b>1 274 899</b> | <b>19 318</b>            | <b>4 232</b>                    | <b>411</b>  | <b>38 683</b>                | <b>2 572</b>                                   | <b>2 243</b>                                   |
| 421   | Wholesale trade, durable goods .....                                    | 64                      | 272 154          | 10 188                   | 2 248                           | 233   | 18 363                       | 295  | 350  |
| 4213  | Lumber & other construction materials whsle .....                       | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle .....              | 11                      | 53 854           | 2 121                    | 490                             | 27  | 4 007                        | 35   | 27   |
| 42143   | Computer & computer peripheral equipment & software whsle .....         | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421430  | Computer & computer peripheral equipment & software whsle .....         | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214301   | Computer & peripheral equipment whsle .....                             | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42145   | Medical, dental, & hospital equipment & supplies whsle .....            | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421450  | Medical, dental, & hospital equipment & supplies whsle .....            | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214501   | Surgical, medical, & hospital supplies whsle .....                      | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4216  | Electrical goods whsle .....  | 17                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42161   | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421610  | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle .....         | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42172   | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421720  | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....                            | 14                      | 22 582           | 1 739                    | 409                             | 44  | 3 136                        | 76   | 101  |
| 42183   | Industrial machinery & equipment whsle .....                            | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421830  | Industrial machinery & equipment whsle .....                            | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle ...                                   | 8                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42199   | Other miscellaneous durable goods whsle .....                           | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421990  | Other miscellaneous durable goods whsle .....                           | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4219906   | Other durable goods whsle .....   | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code   | Geographic area, type of operation, and kind of business       | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>HENRICO COUNTY, VA—Con.</b>                             |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Agents, brokers, and commission merchants—Con.</b>      |  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                      | 15                      | 1 002 745       | 9 130                    | 1 984                           | 178   | 20 320                       | 2 277  | 1 893  |
| 4224   | Grocery & related products whsle . . . .                       | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42242  | Packaged frozen food whsle . . . . .                           | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422420   | Packaged frozen food whsle . . . . .                           | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225   | Farm-product raw material whsle . . . .                        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42259  | Other farm product raw material whsle . . . . .                | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422590   | Other farm product raw material whsle . . . . .                | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>HENRY COUNTY, VA</b>                                    |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                               | <b>45</b>               | <b>136 352</b>  | <b>9 822</b>             | <b>2 487</b>                    | <b>408</b>  | <b>20 310</b>                | <b>12 004</b>                                  | <b>12 793</b>                                  |
| 421  | Wholesale trade, durable goods . . . . .                       | 34                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 6                       | 2 634           | 247                      | 51                              | 16  | 592                          | 276  | 548  |
| 4212   | Furniture & home furnishings whsle . . .                       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42121  | Furniture whsle . . . . .                                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421210   | Furniture whsle . . . . .                                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212101  | Household & lawn furniture whsle . . . . .                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212102  | Office & business furniture whsle . . . . .                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .               | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle . . .                        | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199  | Other miscellaneous durable goods whsle . . . . .              | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990   | Other miscellaneous durable goods whsle . . . . .              | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . .                      | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle .                        | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . .                       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle . . . . .               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle . . . . .               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902  | Other chemical & allied products whsle . . . . .               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers . . . . .</b>                      |  |                         |                 |                          |                                 |   |                              |  |  |
|  |  | <b>36</b>               | <b>93 972</b>   | <b>9 148</b>             | <b>2 350</b>                    | <b>387</b>  | <b>18 922</b>                | <b>12 001</b>                                  | <b>12 787</b>                                  |
| 421  | Wholesale trade, durable goods . . . . .                       | 27                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 6                       | 2 634           | 247                      | 51                              | 16  | 592                          | 276  | 548  |
| 4212   | Furniture & home furnishings whsle . . .                       | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42121  | Furniture whsle . . . . .                                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421210   | Furniture whsle . . . . .                                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212101  | Household & lawn furniture whsle . . . . .                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .               | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . .                      | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle .                        | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . .                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle . . . . .               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle . . . . .               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902  | Other chemical & allied products whsle . . . . .               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|  |  | <b>9</b>                | <b>42 380</b>   | <b>674</b>               | <b>137</b>                      | <b>21</b>   | <b>1 388</b>                 | <b>3</b>                                       | <b>6</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                       | 7                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4212   | Furniture & home furnishings whsle . . .                       | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42121  | Furniture whsle . . . . .                                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421210   | Furniture whsle . . . . .                                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4212102  | Office & business furniture whsle . . . . .                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

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|----------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>HIGHLAND COUNTY, VA</b>       |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                               | Wholesale trade .....                                     | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                              | Wholesale trade, nondurable goods .....                   | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                  | <b>Merchant wholesalers .....</b>                         | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                              | Wholesale trade, nondurable goods .....                   | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                  | <b>Agents, brokers, and commission merchants .....</b>    | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>ISLE OF WIGHT COUNTY, VA</b>  |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                               | Wholesale trade .....                                     | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421                              | Wholesale trade, durable goods .....                      | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213                             | Lumber & other construction materials whsle .....         | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42131                            | Lumber, plywood, millwork, & wood panel whsle .....       | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421310                           | Lumber, plywood, millwork, & wood panel whsle .....       | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213102                          | Lumber with yard whsle .....                              | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213103                          | Plywood, veneer, millwork, & wood panel whsle .....       | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whsle .....              | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                              | Wholesale trade, nondurable goods .....                   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                             | Grocery & related products whsle .....                    | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                  | <b>Merchant wholesalers .....</b>                         | <b>23</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                              | Wholesale trade, durable goods .....                      | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whsle .....              | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Manufacturers' sales branches and sales offices ..</b> | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                              | Wholesale trade, durable goods .....                      | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213                             | Lumber & other construction materials whsle .....         | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42131                            | Lumber, plywood, millwork, & wood panel whsle .....       | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421310                           | Lumber, plywood, millwork, & wood panel whsle .....       | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
|                                  | <b>Agents, brokers, and commission merchants .....</b>    | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>JAMES CITY COUNTY, VA</b>     |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                               | Wholesale trade .....                                     | 27                      | 27 024          | 2 236                    | 583                             | 71  | 4 156                        | 1 423  | 1 308  |
| 421                              | Wholesale trade, durable goods .....                      | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Merchant wholesalers .....</b>                         | <b>19</b>               | <b>13 107</b>   | <b>1 567</b>             | <b>440</b>                      | <b>58</b>   | <b>3 013</b>                 | <b>1 324</b>                                   | <b>1 206</b>                                   |
| 421                              | Wholesale trade, durable goods .....                      | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Manufacturers' sales branches and sales offices ..</b> | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                  | <b>Agents, brokers, and commission merchants .....</b>    | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                              | Wholesale trade, durable goods .....                      | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>KING AND QUEEN COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                               | Wholesale trade .....                                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Merchant wholesalers .....</b>                         | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>KING GEORGE COUNTY, VA</b>    |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                               | Wholesale trade .....                                     | 7                       | 7 263           | 891                      | 208                             | 46  | 1 947                        | 979  | 1 012  |
| 421                              | Wholesale trade, durable goods .....                      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Merchant wholesalers .....</b>                         | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                              | Wholesale trade, durable goods .....                      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Manufacturers' sales branches and sales offices ..</b> | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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| NAICS code                     | Geographic area, type of operation, and kind of business  | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>KING WILLIAM COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                              | <b>7</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                            | Wholesale trade, nondurable goods .....                   | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4221                           | Paper & paper product whsle .....                         | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42213                          | Industrial & personal service paper whsle .....           | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422130                         | Industrial & personal service paper whsle .....           | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4225                           | Farm-product raw material whsle .....                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                           | Miscellaneous nondurable goods whsle .....                | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Merchant wholesalers .....</b>                         | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                            | Wholesale trade, nondurable goods .....                   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225                           | Farm-product raw material whsle .....                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Manufacturers' sales branches and sales offices ..</b> | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                            | Wholesale trade, nondurable goods .....                   | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4221                           | Paper & paper product whsle .....                         | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42213                          | Industrial & personal service paper whsle .....           | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422130                         | Industrial & personal service paper whsle .....           | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
|                                | <b>Agents, brokers, and commission merchants .....</b>    | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>LANCASTER COUNTY, VA</b>    |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                              | <b>26</b>               | <b>38 446</b>   | <b>3 444</b>             | <b>729</b>                      | <b>171</b>  | <b>8 411</b>                 | <b>3 144</b>                                   | <b>3 766</b>                                   |
| 421                            | Wholesale trade, durable goods .....                      | 12                      | 11 868          | 1 512                    | 298                             | 63  | 3 191                        | 1 557  | 2 048  |
| 4218                           | Machinery, equipment, & supplies whsle .....              | 5                       | 7 619           | 658                      | 132                             | 24  | 1 084                        | 1 350  | 1 740  |
| 422                            | Wholesale trade, nondurable goods .....                   | 14                      | 26 578          | 1 932                    | 431                             | 108   | 5 220                        | 1 587  | 1 718  |
| 4224                           | Grocery & related products whsle .....                    | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Merchant wholesalers .....</b>                         | <b>24</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                      | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods .....                   | 14                      | 26 578          | 1 932                    | 431                             | 108   | 5 220                        | 1 587  | 1 718  |
| 4224                           | Grocery & related products whsle .....                    | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Manufacturers' sales branches and sales offices ..</b> | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>LEE COUNTY, VA</b>          |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                              | <b>18</b>               | <b>46 991</b>   | <b>1 488</b>             | <b>477</b>                      | <b>171</b>  | <b>3 329</b>                 | <b>1 498</b>                                   | <b>1 639</b>                                   |
| 421                            | Wholesale trade, durable goods .....                      | 11                      | 14 284          | 892                      | 228                             | 46  | 1 636                        | 1 094  | 1 197  |
| 422                            | Wholesale trade, nondurable goods .....                   | 7                       | 32 707          | 596                      | 249                             | 125   | 1 693                        | 404  | 442  |
| 4227                           | Petroleum & petroleum products whsle .....                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                          | Petroleum bulk stations & terminals ..                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                         | Petroleum bulk stations & terminals .....                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Merchant wholesalers .....</b>                         | <b>14</b>               | <b>33 376</b>   | <b>1 285</b>             | <b>401</b>                      | <b>109</b>  | <b>2 959</b>                 | <b>1 376</b>                                   | <b>1 425</b>                                   |
| 421                            | Wholesale trade, durable goods .....                      | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods .....                   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                           | Petroleum & petroleum products whsle .....                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Manufacturers' sales branches and sales offices ..</b> | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                | <b>Agents, brokers, and commission merchants .....</b>    | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                            | Wholesale trade, nondurable goods .....                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code                | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|---------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>LOUDOUN COUNTY, VA</b> |   |                         |                  |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                 | <b>Wholesale trade .....</b>  | <b>177</b>              | <b>1 301 271</b> | <b>70 771</b>            | <b>16 488</b>                   | <b>1 773</b>  | <b>137 228</b>               | <b>111 338</b>                     | <b>109 065</b>                     |
| 421                       | Wholesale trade, durable goods .....                                    | 133                     | 738 283          | 53 130                   | 12 738                          | 1 196   | 102 673                      | 97 704                             | 95 246                             |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle .....              | 11                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42112                     | Motor vehicle supplies & new parts whsle .....                          | 6                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421120                    | Motor vehicle supplies & new parts whsle .....                          | 6                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4211202                   | Motor vehicle supplies & new parts—jobbers .....                        | 4                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4212                      | Furniture & home furnishings whsle ...                                  | 14                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42121                     | Furniture whsle .....   | 6                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421210                    | Furniture whsle .....   | 6                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42122                     | Home furnishings whsle .....  | 8                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421220                    | Home furnishings whsle .....  | 8                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4213                      | Lumber & other construction materials whsle .....                       | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                      | Professional & commercial equipment & supplies whsle .....              | 31                      | 66 707           | 7 555                    | 1 574                           | 148   | 12 903                       | 5 715                              | 6 308                              |
| 42143                     | Computer & computer peripheral equipment & software whsle .....         | 16                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421430                    | Computer & computer peripheral equipment & software whsle .....         | 16                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214301                   | Computer & peripheral equipment whsle .....                             | 14                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42143012                  | Computers & peripheral equipment for end use .....                      | 12                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4216                      | Electrical goods whsle .....  | 23                      | 85 280           | 6 875                    | 1 722                           | 153   | 11 058                       | 4 747                              | 4 968                              |
| 42161                     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421610                    | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42162                     | Electrical appliance, television & radio set whsle .....                | 2                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42169                     | Other electronic parts & equipment whsle .....                          | 13                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421690                    | Other electronic parts & equipment whsle .....                          | 13                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4216901                   | Communications equipment & supplies whsle .....                         | 10                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217                      | Hardware, & plumbing & heating equipment & supplies whsle .....         | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                      | Machinery, equipment, & supplies whsle .....                            | 30                      | 412 720          | 20 729                   | 4 569                           | 429   | 47 279                       | 51 474                             | 52 872                             |
| 42181                     | Construction & mining (except petroleum) machinery & equip whsle .....  | 4                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421810                    | Construction & mining (except petroleum) machinery & equip whsle .....  | 4                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183                     | Industrial machinery & equipment whsle .....                            | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421830                    | Industrial machinery & equipment whsle .....                            | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218305                   | Materials handling equipment whsle .....                                | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42186                     | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 9                       | 311 899          | 12 714                   | 2 709                           | 223   | 33 002                       | 35 880                             | 38 485                             |
| 421860                    | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 9                       | 311 899          | 12 714                   | 2 709                           | 223   | 33 002                       | 35 880                             | 38 485                             |
| 4218601                   | Aircraft & aeronautical equipment & supplies whsle ...                  | 9                       | 311 899          | 12 714                   | 2 709                           | 223   | 33 002                       | 35 880                             | 38 485                             |
| 4219                      | Miscellaneous durable goods whsle ...                                   | 6                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42191                     | Sporting & recreational goods & supplies whsle .....                    | 1                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421910                    | Sporting & recreational goods & supplies whsle .....                    | 1                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                       | Wholesale trade, nondurable goods .....                                 | 44                      | 562 988          | 17 641                   | 3 750                           | 577   | 34 555                       | 13 634                             | 13 819                             |
| 4223                      | Apparel, piece goods, & notions whsle ..                                | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224                      | Grocery & related products whsle .....                                  | 6                       | 111 947          | 4 326                    | 731                             | 167   | 8 895                        | 9 502                              | 6 304                              |
| 42249                     | Other grocery & related products whsle .....                            | 4                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422490                    | Other grocery & related products whsle .....                            | 4                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224901                   | Coffee, tea, & spice whsle .....  | 1                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4226                      | Chemical & allied products whsle .....                                  | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42269                     | Other chemical & allied products whsle .....                            | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422690                    | Other chemical & allied products whsle .....                            | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |

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|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>LOUDOUN COUNTY, VA—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 4227       | Petroleum & petroleum products whsle .....                             | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ...   | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle .....                             | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42299      | Other miscellaneous nondurable goods whsle .....                       | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle .....                       | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers .....</b>                                      | <b>146</b>              | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>g</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods .....                                   | 111                     | 534 369         | 48 406                   | 11 499                          | 1 099   | 93 365                       | 97 326   | 94 785   |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....             | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle .....                         | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle .....                         | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211202    | Motor vehicle supplies & new parts—jobbers .....                       | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle ...                                 | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42122      | Home furnishings whsle .....   | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421220     | Home furnishings whsle .....   | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle .....                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....             | 27                      | 63 191          | 7 383                    | 1 530                           | 144   | 12 486                       | 5 715  | 6 308  |
| 42143      | Computer & computer peripheral equipment & software whsle .....        | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle .....        | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle .....                            | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use .....                     | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle .....   | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle .....                         | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle .....                         | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216901    | Communications equipment & supplies whsle .....                        | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....        | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle .....                           | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle ..... | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle ..... | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle .....                           | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830     | Industrial machinery & equipment whsle .....                           | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218305    | Materials handling equipment whsle .....                               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle ...                 | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle ...                                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42191      | Sporting & recreational goods & supplies whsle .....                   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421910     | Sporting & recreational goods & supplies whsle .....                   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code   | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>LOUDOUN COUNTY, VA—Con.</b>                             |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                           |  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                                  | 35                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle .                                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . .                                   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249  | Other grocery & related products whsle . . . .                             | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle . . . .                             | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224901  | Coffee, tea, & spice whsle . . . .   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . .                                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle . . . .                             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle . . . .                             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . .                               | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42299  | Other miscellaneous nondurable goods whsle . . . .                         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990   | Other miscellaneous nondurable goods whsle . . . .                         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . .</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods . . . . .                                   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods . . . . .                                   | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216   | Electrical goods whsle . . . . .   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                           | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42186  | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .    | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421860   | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .    | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218601  | Aircraft & aeronautical equipment & supplies whsle . . . . .               | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . .                                  | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . .                                   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                             | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42272  | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422720   | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| <b>LOUISA COUNTY, VA</b>                                   |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>   | <b>14</b>               | <b>29 107</b>   | <b>2 916</b>             | <b>641</b>                      | <b>105</b>  | <b>5 614</b>                 | <b>2 375</b>                                   | <b>2 457</b>                                   |
| 421  | Wholesale trade, durable goods . . . . .                                   | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whsle . . . . .                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . .                                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . .                                   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Merchant wholesalers . . . . .</b>                      |  |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods . . . . .                                   | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whsle . . . . .                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>LUNENBURG COUNTY, VA</b>                                |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>   | <b>11</b>               | <b>25 928</b>   | <b>1 315</b>             | <b>334</b>                      | <b>55</b>   | <b>3 518</b>                 | <b>1 371</b>                                   | <b>1 310</b>                                   |
| 421  | Wholesale trade, durable goods . . . . .                                   | 4                       | 4 894           | 194                      | 48                              | 14  | 703                          | 296  | 305  |
| 422  | Wholesale trade, nondurable goods . . . .                                  | 7                       | 21 034          | 1 121                    | 286                             | 41  | 2 815                        | 1 075  | 1 005  |
| <b>Merchant wholesalers . . . . .</b>                      |  |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods . . . . .                                   | 4                       | 4 894           | 194                      | 48                              | 14  | 703                          | 296  | 305  |
| 422  | Wholesale trade, nondurable goods . . . .                                  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 1  |  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                    | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|-------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>MADISON COUNTY, VA</b>     |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                            | Wholesale trade .....   | 9                       | 7 573           | 581                      | 103                             | 30  | 1 225                        | 878  | 874  |
| 421                           | Wholesale trade, durable goods .....                            | 5                       | 4 926           | 288                      | 43                              | 11  | 641                          | 538  | 551  |
|                               | Merchant wholesalers .....                                      | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                               | Agents, brokers, and commission merchants .....                 | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>MATHEWS COUNTY, VA</b>     |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                            | Wholesale trade .....   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421                           | Wholesale trade, durable goods .....                            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                           | Wholesale trade, nondurable goods .....                         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                               | Merchant wholesalers .....                                      | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421                           | Wholesale trade, durable goods .....                            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                           | Wholesale trade, nondurable goods .....                         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>MECKLENBURG COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                            | Wholesale trade .....   | 38                      | 71 136          | 4 902                    | 1 127                           | 230   | 10 251                       | 6 344  | 11 123   |
| 421                           | Wholesale trade, durable goods .....                            | 20                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                          | Hardware, & plumbing & heating equipment & supplies whsle ..... | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                          | Machinery, equipment, & supplies whsle .....                    | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                          | Miscellaneous durable goods whsle ...                           | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                           | Wholesale trade, nondurable goods .....                         | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                          | Petroleum & petroleum products whsle .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                         | Petroleum bulk stations & terminals ..                          | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                        | Petroleum bulk stations & terminals .....                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                       | Petroleum bulk stations & terminals (except LP) .....           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011                      | Petroleum bulk stations (except LP) .....                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                          | Miscellaneous nondurable goods whsle .....                      | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                               | Merchant wholesalers .....                                      | 32                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421                           | Wholesale trade, durable goods .....                            | 19                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                          | Hardware, & plumbing & heating equipment & supplies whsle ..... | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                          | Machinery, equipment, & supplies whsle .....                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                          | Miscellaneous durable goods whsle ...                           | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                           | Wholesale trade, nondurable goods .....                         | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                          | Petroleum & petroleum products whsle .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                          | Miscellaneous nondurable goods whsle .....                      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                               | Manufacturers' sales branches and sales offices ..              | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                               | Agents, brokers, and commission merchants .....                 | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                           | Wholesale trade, nondurable goods .....                         | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>MIDDLESEX COUNTY, VA</b>   |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                            | Wholesale trade .....   | 17                      | 26 172          | 2 732                    | 567                             | 121   | 5 530                        | 1 710  | 1 772  |
| 421                           | Wholesale trade, durable goods .....                            | 6                       | 5 836           | 907                      | 180                             | 27  | 1 581                        | 282  | 508  |
| 422                           | Wholesale trade, nondurable goods .....                         | 11                      | 20 336          | 1 825                    | 387                             | 94  | 3 949                        | 1 428  | 1 264  |
| 4224                          | Grocery & related products whsle .....                          | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                               | Merchant wholesalers .....                                      | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421                           | Wholesale trade, durable goods .....                            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                           | Wholesale trade, nondurable goods .....                         | 11                      | 20 336          | 1 825                    | 387                             | 94  | 3 949                        | 1 428  | 1 264  |
| 4224                          | Grocery & related products whsle .....                          | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                               | Agents, brokers, and commission merchants .....                 | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |



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|------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>MONTGOMERY COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade .....</b>                               | <b>39</b>               | <b>169 758</b>  | <b>16 606</b>            | <b>4 290</b>                    | <b>581</b>  | <b>48 496</b>                | <b>27 994</b>                                  | <b>29 221</b>                                  |
| 421                          | Wholesale trade, durable goods .....                       | 30                      | 164 439         | 15 968                   | 4 141                           | 548   | 47 117                       | 27 882   | 29 108   |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle ..... | 7                       | 39 790          | 1 454                    | 341                             | 119   | 3 635                        | 2 196  | 2 359  |
| 42111                        | Automobile & other motor vehicle whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110                       | Automobile & other motor vehicle whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114                        | Motor vehicle parts, (used) whsle ...                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140                       | Motor vehicle parts, (used) whsle .                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212                         | Furniture & home furnishings whsle ...                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42121                        | Furniture whsle .....                                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421210                       | Furniture whsle .....                                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212101                      | Household & lawn furniture whsle .....                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                         | Professional & commercial equipment & supplies whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                         | Machinery, equipment, & supplies whsle .....               | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                         | Miscellaneous durable goods whsle ...                      | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42192                        | Toy & hobby goods & supplies whsle .....                   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421920                       | Toy & hobby goods & supplies whsle .....                   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                              | <b>Merchant wholesalers .....</b>                          | <b>35</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                       | 29                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle ..... | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114                        | Motor vehicle parts, (used) whsle ...                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140                       | Motor vehicle parts, (used) whsle .                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212                         | Furniture & home furnishings whsle ...                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42121                        | Furniture whsle .....                                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421210                       | Furniture whsle .....                                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212101                      | Household & lawn furniture whsle .....                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                         | Professional & commercial equipment & supplies whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                         | Machinery, equipment, & supplies whsle .....               | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                         | Miscellaneous durable goods whsle ...                      | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42192                        | Toy & hobby goods & supplies whsle .....                   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421920                       | Toy & hobby goods & supplies whsle .....                   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                              | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                              | <b>Agents, brokers, and commission merchants .....</b>     | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle ..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42111                        | Automobile & other motor vehicle whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110                       | Automobile & other motor vehicle whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>NELSON COUNTY, VA</b>     |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade .....</b>                               | <b>7</b>                | <b>6 052</b>    | <b>254</b>               | <b>51</b>                       | <b>13</b>   | <b>729</b>                   | <b>136</b>                                     | <b>147</b>                                     |
|                              | <b>Merchant wholesalers .....</b>                          | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                              | <b>Agents, brokers, and commission merchants .....</b>     | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>NEW KENT COUNTY, VA</b>   |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade .....</b>                               | <b>9</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                       | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                              | <b>Merchant wholesalers .....</b>                          | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                       | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                              | <b>Agents, brokers, and commission merchants .....</b>     | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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|----------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORTHAMPTON COUNTY, VA</b>    |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                        | <b>Wholesale trade .....</b>                              | <b>22</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                              | Wholesale trade, nondurable goods .....                   | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                             | Grocery & related products whsle .....                    | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42248                            | Fresh fruit & vegetable whsle .....                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422480                           | Fresh fruit & vegetable whsle .....                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Merchant wholesalers .....</b>                         | <b>21</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                              | Wholesale trade, nondurable goods .....                   | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                             | Grocery & related products whsle .....                    | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42248                            | Fresh fruit & vegetable whsle .....                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422480                           | Fresh fruit & vegetable whsle .....                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Manufacturers' sales branches and sales offices ..</b> | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>NORTHUMBERLAND COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                        | <b>Wholesale trade .....</b>                              | <b>13</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                              | Wholesale trade, nondurable goods .....                   | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                             | Grocery & related products whsle .....                    | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                                  | <b>Merchant wholesalers .....</b>                         | <b>12</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                              | Wholesale trade, nondurable goods .....                   | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                             | Grocery & related products whsle .....                    | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                                  | <b>Agents, brokers, and commission merchants .....</b>    | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>NOTTOWAY COUNTY, VA</b>       |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                        | <b>Wholesale trade .....</b>                              | <b>14</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                              | Wholesale trade, durable goods .....                      | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whsle .....              | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182                            | Farm & garden machinery & equipment whsle .....           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820                           | Farm & garden machinery & equipment whsle .....           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                              | Wholesale trade, nondurable goods .....                   | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                             | Grocery & related products whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42243                            | Dairy products, (except dried or canned) whsle .....      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422430                           | Dairy products, (except dried or canned) whsle .....      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227                             | Petroleum & petroleum products whsle .....                | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271                            | Petroleum bulk stations & terminals ..                    | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422710                           | Petroleum bulk stations & terminals .....                 | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                                  | <b>Merchant wholesalers .....</b>                         | <b>13</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                              | Wholesale trade, durable goods .....                      | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whsle .....              | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182                            | Farm & garden machinery & equipment whsle .....           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820                           | Farm & garden machinery & equipment whsle .....           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                              | Wholesale trade, nondurable goods .....                   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                             | Grocery & related products whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42243                            | Dairy products, (except dried or canned) whsle .....      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422430                           | Dairy products, (except dried or canned) whsle .....      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227                             | Petroleum & petroleum products whsle .....                | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                                  | <b>Agents, brokers, and commission merchants .....</b>    | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                | Geographic area, type of operation, and kind of business  | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>ORANGE COUNTY, VA</b>  |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                 | <b>Wholesale trade .....</b>                              | <b>23</b>               | <b>68 435</b>   | <b>4 148</b>             | <b>926</b>                      | <b>163</b>  | <b>7 774</b>                 | <b>11 118</b>                                  | <b>11 430</b>                                  |
| 421                       | Wholesale trade, durable goods .....                      | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213                      | Lumber & other construction materials whsle .....         | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                      | Machinery, equipment, & supplies whsle .....              | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182                     | Farm & garden machinery & equipment whsle .....           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820                    | Farm & garden machinery & equipment whsle .....           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218201                   | Farm machinery & equipment—farm dealers .....             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                      | Miscellaneous durable goods whsle ...                     | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42199                     | Other miscellaneous durable goods whsle .....             | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                    | Other miscellaneous durable goods whsle .....             | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                           | <b>Merchant wholesalers .....</b>                         | <b>17</b>               | <b>55 350</b>   | <b>3 654</b>             | <b>816</b>                      | <b>143</b>  | <b>6 388</b>                 | <b>10 526</b>                                  | <b>10 940</b>                                  |
| 421                       | Wholesale trade, durable goods .....                      | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213                      | Lumber & other construction materials whsle .....         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                      | Machinery, equipment, & supplies whsle .....              | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182                     | Farm & garden machinery & equipment whsle .....           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820                    | Farm & garden machinery & equipment whsle .....           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218201                   | Farm machinery & equipment—farm dealers .....             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                           | <b>Manufacturers' sales branches and sales offices ..</b> | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                           | <b>Agents, brokers, and commission merchants .....</b>    | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>PAGE COUNTY, VA</b>    |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                 | <b>Wholesale trade .....</b>                              | <b>13</b>               | <b>4 483</b>    | <b>691</b>               | <b>165</b>                      | <b>49</b>   | <b>1 504</b>                 | <b>979</b>                                     | <b>850</b>                                     |
| 421                       | Wholesale trade, durable goods .....                      | 7                       | 2 769           | 478                      | 117                             | 27  | 1 036                        | 842  | 729  |
|                           | <b>Merchant wholesalers .....</b>                         | <b>12</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                       | Wholesale trade, durable goods .....                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                           | <b>Agents, brokers, and commission merchants .....</b>    | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>PATRICK COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                 | <b>Wholesale trade .....</b>                              | <b>11</b>               | <b>24 497</b>   | <b>3 721</b>             | <b>732</b>                      | <b>194</b>  | <b>5 638</b>                 | <b>3 544</b>                                   | <b>4 259</b>                                   |
| 421                       | Wholesale trade, durable goods .....                      | 6                       | 16 759          | 1 835                    | 383                             | 86  | 2 973                        | 3 439  | 4 093  |
| 4213                      | Lumber & other construction materials whsle .....         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                      | Miscellaneous durable goods whsle ...                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42199                     | Other miscellaneous durable goods whsle .....             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                    | Other miscellaneous durable goods whsle .....             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                   | 5                       | 7 738           | 1 886                    | 349                             | 108   | 2 665                        | 105  | 166  |
|                           | <b>Merchant wholesalers .....</b>                         | <b>11</b>               | <b>24 497</b>   | <b>3 721</b>             | <b>732</b>                      | <b>194</b>  | <b>5 638</b>                 | <b>3 544</b>                                   | <b>4 259</b>                                   |
| 421                       | Wholesale trade, durable goods .....                      | 6                       | 16 759          | 1 835                    | 383                             | 86  | 2 973                        | 3 439  | 4 093  |
| 4213                      | Lumber & other construction materials whsle .....         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                      | Miscellaneous durable goods whsle ...                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42199                     | Other miscellaneous durable goods whsle .....             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                    | Other miscellaneous durable goods whsle .....             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                   | 5                       | 7 738           | 1 886                    | 349                             | 108   | 2 665                        | 105  | 166  |

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| NAICS code                     | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>PITTSYLVANIA COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                               | <b>46</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                       | 31                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle ..... | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle .....               | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182                          | Farm & garden machinery & equipment whsle .....            | 5                       | 11 584          | 1 216                    | 291                             | 49  | 2 271                        | 3 407  | 3 514  |
| 421820                         | Farm & garden machinery & equipment whsle .....            | 5                       | 11 584          | 1 216                    | 291                             | 49  | 2 271                        | 3 407  | 3 514  |
| 4218201                        | Farm machinery & equipment—farm dealers .....              | 5                       | 11 584          | 1 216                    | 291                             | 49  | 2 271                        | 3 407  | 3 514  |
| 4219                           | Miscellaneous durable goods whsle ...                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                          | Other miscellaneous durable goods whsle .....              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                         | Other miscellaneous durable goods whsle .....              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods .....                    | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225                           | Farm-product raw material whsle .....                      | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42259                          | Other farm product raw material whsle .....                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422590                         | Other farm product raw material whsle .....                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227                           | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                          | Petroleum bulk stations & terminals ..                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                         | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Merchant wholesalers .....</b>                          | <b>39</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                       | 27                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle ..... | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle .....               | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182                          | Farm & garden machinery & equipment whsle .....            | 5                       | 11 584          | 1 216                    | 291                             | 49  | 2 271                        | 3 407  | 3 514  |
| 421820                         | Farm & garden machinery & equipment whsle .....            | 5                       | 11 584          | 1 216                    | 291                             | 49  | 2 271                        | 3 407  | 3 514  |
| 4218201                        | Farm machinery & equipment—farm dealers .....              | 5                       | 11 584          | 1 216                    | 291                             | 49  | 2 271                        | 3 407  | 3 514  |
| 4219                           | Miscellaneous durable goods whsle ...                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                          | Other miscellaneous durable goods whsle .....              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                         | Other miscellaneous durable goods whsle .....              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods .....                    | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                           | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                | <b>Agents, brokers, and commission merchants .....</b>     | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                            | Wholesale trade, nondurable goods .....                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4225                           | Farm-product raw material whsle .....                      | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42259                          | Other farm product raw material whsle .....                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422590                         | Other farm product raw material whsle .....                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>POWHATAN COUNTY, VA</b>     |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                               | <b>21</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                       | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle .....               | 5                       | 6 184           | 773                      | 163                             | 17  | 1 273                        | 102  | 79   |
| 422                            | Wholesale trade, nondurable goods .....                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226                           | Chemical & allied products whsle .....                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42261                          | Plastics materials & basic forms & shapes whsle .....      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422610                         | Plastics materials & basic forms & shapes whsle .....      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                | <b>Merchant wholesalers .....</b>                          | <b>13</b>               | <b>11 297</b>   | <b>1 750</b>             | <b>326</b>                      | <b>43</b>   | <b>3 838</b>                 | <b>457</b>                                     | <b>438</b>                                     |
| 421                            | Wholesale trade, durable goods .....                       | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |

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|----------------------------------|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>POWHATAN COUNTY, VA—Con.</b>  |  |                         |                  |                          |                                 |   |                              |                                    |                                    |
|                                  | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>8</b>                | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                              | Wholesale trade, durable goods . . . . .                         | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                              | Wholesale trade, nondurable goods . . . . .                      | 3                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4226                             | Chemical & allied products whsle . . . . .                       | 1                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42261                            | Plastics materials & basic forms & shapes whsle . . . . .        | 1                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422610                           | Plastics materials & basic forms & shapes whsle . . . . .        | 1                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>PRINCE EDWARD COUNTY, VA</b>  |  |                         |                  |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                        | <b>Wholesale trade . . . . .</b>                                 | <b>20</b>               | <b>30 894</b>    | <b>3 359</b>             | <b>621</b>                      | <b>143</b>  | <b>6 535</b>                 | <b>3 668</b>                       | <b>4 254</b>                       |
| 421                              | Wholesale trade, durable goods . . . . .                         | 14                      | 22 511           | 2 910                    | 509                             | 97  | 5 512                        | 2 948                              | 3 439                              |
| 4218                             | Machinery, equipment, & supplies whsle . . . . .                 | 3                       | 10 310           | 1 238                    | 177                             | 32  | 2 438                        | 1 997                              | 2 330                              |
| 422                              | Wholesale trade, nondurable goods . . . . .                      | 6                       | 8 383            | 449                      | 112                             | 46  | 1 023                        | 720                                | 815                                |
|                                  | <b>Merchant wholesalers . . . . .</b>                            | <b>17</b>               | <b>25 221</b>    | <b>2 847</b>             | <b>513</b>                      | <b>119</b>  | <b>5 287</b>                 | <b>3 436</b>                       | <b>4 015</b>                       |
| 421                              | Wholesale trade, durable goods . . . . .                         | 12                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                             | Machinery, equipment, & supplies whsle . . . . .                 | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
|                                  | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>1</b>                | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
|                                  | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>2</b>                | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>PRINCE GEORGE COUNTY, VA</b>  |  |                         |                  |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                        | <b>Wholesale trade . . . . .</b>                                 | <b>16</b>               | <b>62 401</b>    | <b>5 752</b>             | <b>1 266</b>                    | <b>189</b>  | <b>10 404</b>                | <b>4 749</b>                       | <b>5 365</b>                       |
| 421                              | Wholesale trade, durable goods . . . . .                         | 10                      | 22 741           | 2 807                    | 596                             | 93  | 4 812                        | 3 464                              | 3 970                              |
| 4218                             | Machinery, equipment, & supplies whsle . . . . .                 | 5                       | 17 334           | 1 681                    | 398                             | 45  | 2 910                        | 3 347                              | 3 850                              |
| 422                              | Wholesale trade, nondurable goods . . . . .                      | 6                       | 39 660           | 2 945                    | 670                             | 96  | 5 592                        | 1 285                              | 1 395                              |
| 4224                             | Grocery & related products whsle . . . . .                       | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42245                            | Confectionery whsle . . . . .                                    | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422450                           | Confectionery whsle . . . . .                                    | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
|                                  | <b>Merchant wholesalers . . . . .</b>                            | <b>16</b>               | <b>62 401</b>    | <b>5 752</b>             | <b>1 266</b>                    | <b>189</b>  | <b>10 404</b>                | <b>4 749</b>                       | <b>5 365</b>                       |
| 421                              | Wholesale trade, durable goods . . . . .                         | 10                      | 22 741           | 2 807                    | 596                             | 93  | 4 812                        | 3 464                              | 3 970                              |
| 4218                             | Machinery, equipment, & supplies whsle . . . . .                 | 5                       | 17 334           | 1 681                    | 398                             | 45  | 2 910                        | 3 347                              | 3 850                              |
| 422                              | Wholesale trade, nondurable goods . . . . .                      | 6                       | 39 660           | 2 945                    | 670                             | 96  | 5 592                        | 1 285                              | 1 395                              |
| 4224                             | Grocery & related products whsle . . . . .                       | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42245                            | Confectionery whsle . . . . .                                    | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422450                           | Confectionery whsle . . . . .                                    | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>PRINCE WILLIAM COUNTY, VA</b> |  |                         |                  |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                        | <b>Wholesale trade . . . . .</b>                                 | <b>150</b>              | <b>1 191 159</b> | <b>61 682</b>            | <b>14 305</b>                   | <b>1 736</b>  | <b>117 869</b>               | <b>54 836</b>                      | <b>54 912</b>                      |
| 421                              | Wholesale trade, durable goods . . . . .                         | 102                     | 513 196          | 40 704                   | 9 492                           | 1 096   | 77 417                       | 34 500                             | 33 097                             |
| 4211                             | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 17                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42111                            | Automobile & other motor vehicle whsle . . . . .                 | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421110                           | Automobile & other motor vehicle whsle . . . . .                 | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42114                            | Motor vehicle parts, (used) whsle . . . . .                      | 6                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421140                           | Motor vehicle parts, (used) whsle . . . . .                      | 6                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212                             | Furniture & home furnishings whsle . . . . .                     | 5                       | 28 077           | 2 177                    | 399                             | 49  | 3 465                        | 666                                | 687                                |
| 42122                            | Home furnishings whsle . . . . .                                 | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421220                           | Home furnishings whsle . . . . .                                 | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212204                          | Other home furnishings whsle . . . . .                           | 1                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213                             | Lumber & other construction materials whsle . . . . .            | 8                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42131                            | Lumber, plywood, millwork, & wood panel whsle . . . . .          | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421310                           | Lumber, plywood, millwork, & wood panel whsle . . . . .          | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213103                          | Plywood, veneer, millwork, & wood panel whsle . . . . .          | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42132                            | Brick, stone, & related construction materials whsle . . . . .   | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421320                           | Brick, stone, & related construction materials whsle . . . . .   | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213203                          | Cement, lime, & related products whsle . . . . .                 | 1                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>PRINCE WILLIAM COUNTY, VA—Con.</b>                                       |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 32                      | 181 233         | 16 596                   | 3 704                           | 380   | 27 517                       | 12 150   | 9 576  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .  | 15                      | 55 415          | 5 571                    | 1 172                           | 138   | 12 972                       | 5 500  | 5 943  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 6                       | 11 058          | 1 856                    | 559                             | 95  | 3 352                        | 3 625  | 3 616  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 11                      | 27 059          | 3 758                    | 837                             | 114   | 7 725                        | 3 462  | 4 036  |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | 48                      | 677 963         | 20 978                   | 4 813                           | 640   | 40 452                       | 20 336   | 21 815   |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                             | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42232      | Men's & boys' clothing & furnishings whsle . . . . .                        | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422320     | Men's & boys' clothing & furnishings whsle . . . . .                        | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                                  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42242      | Packaged frozen food whsle . . . . .  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422420     | Packaged frozen food whsle . . . . .  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                              | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271012   | Petroleum bulk terminals (except LP) . . . . .                              | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                              | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                                       | <b>125</b>              | <b>684 742</b>  | <b>51 924</b>            | <b>12 067</b>                   | <b>1 523</b>  | <b>100 746</b>               | <b>46 933</b>                                  | <b>46 096</b>                                  |
| 421        | Wholesale trade, durable goods . . . . .                                    | 88                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle . . . . .                            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle . . . . .                            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle . . . . .                                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle . . . . .                                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle . . . . .                       | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42131      | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle . . . . .                     | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code   | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>PRINCE WILLIAM COUNTY, VA—Con.</b>                            |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                                 |   |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4216   | Electrical goods whsle . . . . .  | 12                      | 44 065          | 5 283                    | 1 121                           | 126   | 12 472                       | 5 500  | 5 943  |
| 42161  | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421610   | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 6                       | 11 058          | 1 856                    | 559                             | 95  | 3 352                        | 3 625  | 3 616  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                            | 11                      | 27 059          | 3 758                    | 837                             | 114   | 7 725                        | 3 462  | 4 036  |
| 42185  | Service establishment equipment & supplies whsle . . . . .                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850   | Service establishment equipment & supplies whsle . . . . .                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .                                 | 37                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle . . . . .                             | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42232  | Men's & boys' clothing & furnishings whsle . . . . .                        | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422320   | Men's & boys' clothing & furnishings whsle . . . . .                        | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . . .                                  | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42242  | Packaged frozen food whsle . . . . .  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422420   | Packaged frozen food whsle . . . . .  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                              | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . . . . .</b> |   |                         |                 |                          |                                 |   |                              |  |  |
|  |   | <b>10</b>               | <b>450 773</b>  | <b>7 267</b>             | <b>1 834</b>                    | <b>154</b>  | <b>13 419</b>                | <b>7 903</b>                                   | <b>8 816</b>                                   |
| 421  | Wholesale trade, durable goods . . . . .                                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whsle . . . . .                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42132  | Brick, stone, & related construction materials whsle . . . . .              | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421320   | Brick, stone, & related construction materials whsle . . . . .              | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213203  | Cement, lime, & related products whsle . . . . .                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .                                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . . .                                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249  | Other grocery & related products whsle . . . . .                            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle . . . . .                            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                              | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals . . . . .                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals . . . . .                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . .                   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                              | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b>       |   |                         |                 |                          |                                 |   |                              |  |  |
|  |   | <b>15</b>               | <b>55 644</b>   | <b>2 491</b>             | <b>404</b>                      | <b>59</b>   | <b>3 704</b>                 | <b>—</b>                                       | <b>—</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                                    | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212   | Furniture & home furnishings whsle . . . . .                                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122  | Home furnishings whsle . . . . .  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421220   | Home furnishings whsle . . . . .  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214   | Professional & commercial equipment & supplies whsle . . . . .              | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>PULASKI COUNTY, VA</b>  |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>  | <b>21</b>               | <b>152 030</b>  | <b>7 860</b>             | <b>1 732</b>                    | <b>299</b>  | <b>19 626</b>                | <b>6 051</b>                                   | <b>7 717</b>                                   |
| 421  | Wholesale trade, durable goods . . . . .                                    | 7                       | 30 622          | 1 319                    | 205                             | 65  | 4 355                        | 3 225  | 4 817  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42171  | Hardware whsle . . . . .  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421710   | Hardware whsle . . . . .  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|--------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>PULASKI COUNTY, VA—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade—Con.</b>                                     |                         |                 |                          |                                 |   |                              |  |  |
| 422                            | Wholesale trade, nondurable goods .....                         | 14                      | 121 408         | 6 541                    | 1 527                           | 234   | 15 271                       | 2 826  | 2 900  |
| 4224                           | Grocery & related products whsle .....                          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249                          | Other grocery & related products whsle .....                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                         | Other grocery & related products whsle .....                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903                        | Soft drinks whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                           | Petroleum & petroleum products whsle .....                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                          | Petroleum bulk stations & terminals .....                       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                         | Petroleum bulk stations & terminals .....                       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                           | Miscellaneous nondurable goods whsle .....                      | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42299                          | Other miscellaneous nondurable goods whsle .....                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422990                         | Other miscellaneous nondurable goods whsle .....                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229901                        | Art goods whsle .....   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                | <b>Merchant wholesalers .....</b>                               | <b>15</b>               | <b>53 733</b>   | <b>4 623</b>             | <b>999</b>                      | <b>195</b>  | <b>14 212</b>                | <b>5 531</b>                                   | <b>7 193</b>                                   |
| 421                            | Wholesale trade, durable goods .....                            | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                           | Hardware, & plumbing & heating equipment & supplies whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42171                          | Hardware whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421710                         | Hardware whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods .....                         | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                           | Petroleum & petroleum products whsle .....                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Manufacturers' sales branches and sales offices ..</b>       | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                            | Wholesale trade, nondurable goods .....                         | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Agents, brokers, and commission merchants .....</b>          | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods .....                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                           | Miscellaneous nondurable goods whsle .....                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42299                          | Other miscellaneous nondurable goods whsle .....                | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422990                         | Other miscellaneous nondurable goods whsle .....                | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229901                        | Art goods whsle .....   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>RAPPAHANNOCK COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                                    | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                            | Wholesale trade, nondurable goods .....                         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                           | Grocery & related products whsle .....                          | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                | <b>Merchant wholesalers .....</b>                               | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                | <b>Manufacturers' sales branches and sales offices ..</b>       | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                | <b>Agents, brokers, and commission merchants .....</b>          | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                            | Wholesale trade, nondurable goods .....                         | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224                           | Grocery & related products whsle .....                          | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>RICHMOND COUNTY, VA</b>     |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                                    | <b>17</b>               | <b>18 735</b>   | <b>2 157</b>             | <b>458</b>                      | <b>89</b>   | <b>4 555</b>                 | <b>1 144</b>                                   | <b>1 464</b>                                   |
| 422                            | Wholesale trade, nondurable goods .....                         | 10                      | 16 219          | 1 776                    | 383                             | 75  | 3 823                        | 711  | 821  |
|                                | <b>Merchant wholesalers .....</b>                               | <b>15</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                            | Wholesale trade, nondurable goods .....                         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Manufacturers' sales branches and sales offices ..</b>       | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                | <b>Agents, brokers, and commission merchants .....</b>          | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |



**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>ROANOKE COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                 | <b>Wholesale trade .....</b>  | <b>95</b>               | <b>399 378</b>  | <b>24 538</b>            | <b>5 924</b>                    | <b>796</b>  | <b>46 374</b>                | <b>25 098</b>                                  | <b>28 145</b>                                  |
| 421                       | Wholesale trade, durable goods .....                                    | 68                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle .....              | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                     | Automobile & other motor vehicle whsle .....                            | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110                    | Automobile & other motor vehicle whsle .....                            | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213                      | Lumber & other construction materials whsle .....                       | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                      | Professional & commercial equipment & supplies whsle .....              | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42144                     | Other commercial equipment whsle .....                                  | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421440                    | Other commercial equipment whsle .....                                  | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4214402                   | Store machines & equipment whsle .....                                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4216                      | Electrical goods whsle .....  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42161                     | Electrical apparatus & equip, wiring supp. & const material whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421610                    | Electrical apparatus & equip, wiring supp. & const material whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                      | Machinery, equipment, & supplies whsle .....                            | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42181                     | Construction & mining (except petroleum) machinery & equip whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421810                    | Construction & mining (except petroleum) machinery & equip whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184                     | Industrial supplies whsle .....   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840                    | Industrial supplies whsle .....   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                      | Miscellaneous durable goods whsle ...                                   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                                 | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                      | Grocery & related products whsle .....                                  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                      | Petroleum & petroleum products whsle .....                              | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                     | Petroleum bulk stations & terminals .....                               | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710                    | Petroleum bulk stations & terminals .....                               | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227101                   | Petroleum bulk stations & terminals (except LP) .....                   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4228                      | Beer, wine, & distilled alcoholic beverage whsle .....                  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42281                     | Beer & ale whsle .....  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422810                    | Beer & ale whsle .....  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                           | <b>Merchant wholesalers .....</b>                                       | <b>72</b>               | <b>226 423</b>  | <b>19 238</b>            | <b>4 627</b>                    | <b>655</b>  | <b>36 870</b>                | <b>21 799</b>                                  | <b>21 924</b>                                  |
| 421                       | Wholesale trade, durable goods .....                                    | 52                      | 112 520         | 10 720                   | 2 426                           | 352   | 20 546                       | 18 973   | 19 042   |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle .....              | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                      | Lumber & other construction materials whsle .....                       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                      | Professional & commercial equipment & supplies whsle .....              | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42144                     | Other commercial equipment whsle .....                                  | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421440                    | Other commercial equipment whsle .....                                  | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4214402                   | Store machines & equipment whsle .....                                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218                      | Machinery, equipment, & supplies whsle .....                            | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219                      | Miscellaneous durable goods whsle ...                                   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                                 | 20                      | 113 903         | 8 518                    | 2 201                           | 303   | 16 324                       | 2 826  | 2 882  |
| 4227                      | Petroleum & petroleum products whsle .....                              | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                           | <b>Manufacturers' sales branches and sales offices ..</b>               | <b>12</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                       | Wholesale trade, durable goods .....                                    | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                      | Petroleum & petroleum products whsle .....                              | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271                     | Petroleum bulk stations & terminals .....                               | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710                    | Petroleum bulk stations & terminals .....                               | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                     | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>ROANOKE COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|                                | <b>Agents, brokers, and commission merchants .....</b>     | <b>11</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                       | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods .....                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224                           | Grocery & related products whsle .....                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>ROCKBRIDGE COUNTY, VA</b>   |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                               | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                       | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                           | Lumber & other construction materials whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Merchant wholesalers .....</b>                          | <b>9</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                       | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                           | Lumber & other construction materials whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Agents, brokers, and commission merchants .....</b>     | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>ROCKINGHAM COUNTY, VA</b>   |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                               | <b>57</b>               | <b>539 656</b>  | <b>30 625</b>            | <b>7 541</b>                    | <b>1 140</b>  | <b>48 518</b>                | <b>19 506</b>                                  | <b>20 751</b>                                  |
| 421                            | Wholesale trade, durable goods .....                       | 41                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle ..... | 8                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42111                          | Automobile & other motor vehicle whsle .....               | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421110                         | Automobile & other motor vehicle whsle .....               | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211101                        | Automobile & motorcycle whsle .....                        | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211105                        | Heavy truck & tractor (over 26,000 lb) whsle .....         | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213                           | Lumber & other construction materials whsle .....          | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215                           | Metal & mineral (except petroleum) whsle .....             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151                          | Metal service centers & offices .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510                         | Metal service centers & offices .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle .....               | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42182                          | Farm & garden machinery & equipment whsle .....            | 9                       | 16 828          | 2 939                    | 684                             | 113   | 5 024                        | 4 116  | 4 187  |
| 421820                         | Farm & garden machinery & equipment whsle .....            | 9                       | 16 828          | 2 939                    | 684                             | 113   | 5 024                        | 4 116  | 4 187  |
| 4218201                        | Farm machinery & equipment—farm dealers .....              | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                           | Miscellaneous durable goods whsle ...                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods .....                    | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                           | Grocery & related products whsle .....                     | 7                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42241                          | General-line grocery whsle .....                           | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422410                         | General-line grocery whsle .....                           | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224103                        | Other general-line grocery whsle .....                     | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4225                           | Farm-product raw material whsle .....                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Merchant wholesalers .....</b>                          | <b>48</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                       | 36                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle ..... | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                          | Automobile & other motor vehicle whsle .....               | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110                         | Automobile & other motor vehicle whsle .....               | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213                           | Lumber & other construction materials whsle .....          | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215                           | Metal & mineral (except petroleum) whsle .....             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151                          | Metal service centers & offices .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510                         | Metal service centers & offices .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle .....               | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42182                          | Farm & garden machinery & equipment whsle .....            | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421820                         | Farm & garden machinery & equipment whsle .....            | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218201                        | Farm machinery & equipment—farm dealers .....              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>ROCKINGHAM COUNTY, VA—</b>                              |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>Con.</b>  |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>Merchant wholesalers—Con.</b>                           |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422  | Wholesale trade, nondurable goods . . . .                      | 12                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224   | Grocery & related products whsle . . . .                       | 5                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42241  | General-line grocery whsle . . . . .                           | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422410   | General-line grocery whsle . . . . .                           | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224103  | Other general-line grocery whsle . . . . .                     | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| <b>Manufacturers' sales branches and sales offices . .</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421  | Wholesale trade, durable goods . . . . .                       | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Agents, brokers, and commission merchants . . . . .</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421  | Wholesale trade, durable goods . . . . .                       | 8                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421  | Wholesale trade, durable goods . . . . .                       | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42111  | Automobile & other motor vehicle whsle . . . . .               | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421110   | Automobile & other motor vehicle whsle . . . . .               | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422  | Wholesale trade, nondurable goods . . . .                      | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>RUSSELL COUNTY, VA</b>                                  |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42   | <b>Wholesale trade . . . . .</b>                               | <b>15</b>               | <b>93 947</b>   | <b>2 578</b>             | <b>575</b>                      | <b>98</b>   | <b>5 547</b>                 | <b>6 953</b>                       | <b>6 695</b>                       |
| 421  | Wholesale trade, durable goods . . . . .                       | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4215   | Metal & mineral (except petroleum) whsle . . . . .             | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42152  | Coal & other mineral & ore whsle . . . .                       | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421520   | Coal & other mineral & ore whsle . . . .                       | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4215201  | Coal whsle . . . . .   | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .               | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422  | Wholesale trade, nondurable goods . . . .                      | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers . . . . .</b>                      |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421  | Wholesale trade, durable goods . . . . .                       | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4215   | Metal & mineral (except petroleum) whsle . . . . .             | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42152  | Coal & other mineral & ore whsle . . . .                       | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421520   | Coal & other mineral & ore whsle . . . .                       | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4215201  | Coal whsle . . . . .   | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .               | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422  | Wholesale trade, nondurable goods . . . .                      | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>SCOTT COUNTY, VA</b>                                    |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42   | <b>Wholesale trade . . . . .</b>                               | <b>11</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421  | Wholesale trade, durable goods . . . . .                       | 4                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422  | Wholesale trade, nondurable goods . . . .                      | 7                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4226   | Chemical & allied products whsle . . . .                       | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42269  | Other chemical & allied products whsle . . . . .               | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422690   | Other chemical & allied products whsle . . . . .               | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers . . . . .</b>                      |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421  | Wholesale trade, durable goods . . . . .                       | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421  | Wholesale trade, durable goods . . . . .                       | 4                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422  | Wholesale trade, nondurable goods . . . .                      | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Manufacturers' sales branches and sales offices . .</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422  | Wholesale trade, nondurable goods . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422  | Wholesale trade, nondurable goods . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Agents, brokers, and commission merchants . . . . .</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422  | Wholesale trade, nondurable goods . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

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| NAICS code                   | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>SHENANDOAH COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade .....</b>                                    | <b>24</b>               | <b>85 933</b>   | <b>4 903</b>             | <b>1 055</b>                    | <b>241</b>  | <b>9 615</b>                 | <b>5 207</b>                                   | <b>5 237</b>                                   |
| 421                          | Wholesale trade, durable goods .....                            | 15                      | 16 564          | 1 403                    | 312                             | 71  | 2 854                        | 2 861  | 3 081  |
| 422                          | Wholesale trade, nondurable goods .....                         | 9                       | 69 369          | 3 500                    | 743                             | 170   | 6 761                        | 2 346  | 2 156  |
| 4224                         | Grocery & related products whsle .....                          | 4                       | 18 038          | 1 764                    | 365                             | 84  | 3 486                        | 476  | 454  |
| 4225                         | Farm-product raw material whsle .....                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                         | Miscellaneous nondurable goods whsle .....                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                              | <b>Merchant wholesalers .....</b>                               | <b>22</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                            | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                          | Wholesale trade, nondurable goods .....                         | 9                       | 69 369          | 3 500                    | 743                             | 170   | 6 761                        | 2 346  | 2 156  |
| 4224                         | Grocery & related products whsle .....                          | 4                       | 18 038          | 1 764                    | 365                             | 84  | 3 486                        | 476  | 454  |
| 4225                         | Farm-product raw material whsle .....                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                         | Miscellaneous nondurable goods whsle .....                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                              | <b>Agents, brokers, and commission merchants .....</b>          | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>SMYTH COUNTY, VA</b>      |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade .....</b>                                    | <b>25</b>               | <b>65 653</b>   | <b>6 804</b>             | <b>1 658</b>                    | <b>237</b>  | <b>13 750</b>                | <b>8 519</b>                                   | <b>9 080</b>                                   |
| 421                          | Wholesale trade, durable goods .....                            | 16                      | 42 268          | 3 748                    | 948                             | 139   | 8 871                        | 7 180  | 7 791  |
| 4213                         | Lumber & other construction materials whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                         | Hardware, & plumbing & heating equipment & supplies whsle ..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42171                        | Hardware whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421710                       | Hardware whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                         | Miscellaneous durable goods whsle .....                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                        | Other miscellaneous durable goods whsle .....                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990                       | Other miscellaneous durable goods whsle .....                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                          | Wholesale trade, nondurable goods .....                         | 9                       | 23 385          | 3 056                    | 710                             | 98  | 4 879                        | 1 339  | 1 289  |
| 4224                         | Grocery & related products whsle .....                          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249                        | Other grocery & related products whsle .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                       | Other grocery & related products whsle .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                              | <b>Merchant wholesalers .....</b>                               | <b>21</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                            | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213                         | Lumber & other construction materials whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                         | Hardware, & plumbing & heating equipment & supplies whsle ..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42171                        | Hardware whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421710                       | Hardware whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                         | Miscellaneous durable goods whsle .....                         | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                        | Other miscellaneous durable goods whsle .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990                       | Other miscellaneous durable goods whsle .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                          | Wholesale trade, nondurable goods .....                         | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                              | <b>Manufacturers' sales branches and sales offices ..</b>       | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                              | <b>Agents, brokers, and commission merchants .....</b>          | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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|--------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>SOUTHAMPTON COUNTY, VA</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                               | <b>17</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                       | 4                       | 2 723           | 338                      | 93                              | 23  | 682                          | 370  | 442  |
| 422                            | Wholesale trade, nondurable goods .....                    | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225                           | Farm-product raw material whsle .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42259                          | Other farm product raw material whsle .....                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422590                         | Other farm product raw material whsle .....                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                           | Miscellaneous nondurable goods whsle .....                 | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42291                          | Farm supplies whsle .....                                  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910                         | Farm supplies whsle .....                                  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229101                        | Farm supplies—farm dealers .....                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Merchant wholesalers .....</b>                          | <b>16</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                       | 4                       | 2 723           | 338                      | 93                              | 23  | 682                          | 370  | 442  |
| 422                            | Wholesale trade, nondurable goods .....                    | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225                           | Farm-product raw material whsle .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42259                          | Other farm product raw material whsle .....                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422590                         | Other farm product raw material whsle .....                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                           | Miscellaneous nondurable goods whsle .....                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42291                          | Farm supplies whsle .....                                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910                         | Farm supplies whsle .....                                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>SPOTSYLVANIA COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                               | <b>67</b>               | <b>686 041</b>  | <b>19 547</b>            | <b>4 315</b>                    | <b>821</b>  | <b>34 668</b>                | <b>12 693</b>                                  | <b>16 430</b>                                  |
| 421                            | Wholesale trade, durable goods .....                       | 55                      | 660 004         | 17 333                   | 3 744                           | 731   | 31 377                       | 12 101   | 15 871   |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle ..... | 14                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42111                          | Automobile & other motor vehicle whsle .....               | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421110                         | Automobile & other motor vehicle whsle .....               | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211101                        | Automobile & motorcycle whsle .....                        | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42114                          | Motor vehicle parts, (used) whsle ...                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140                         | Motor vehicle parts, (used) whsle .                        | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                           | Lumber & other construction materials whsle .....          | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42131                          | Lumber, plywood, millwork, & wood panel whsle .....        | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421310                         | Lumber, plywood, millwork, & wood panel whsle .....        | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213102                        | Lumber with yard whsle .....                               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213103                        | Plywood, veneer, millwork, & wood panel whsle .....        | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle .....               | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183                          | Industrial machinery & equipment whsle .....               | 5                       | 19 213          | 1 783                    | 477                             | 54  | 3 162                        | 1 279  | 1 678  |
| 421830                         | Industrial machinery & equipment whsle .....               | 5                       | 19 213          | 1 783                    | 477                             | 54  | 3 162                        | 1 279  | 1 678  |
| 42185                          | Service establishment equipment & supplies whsle .....     | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421850                         | Service establishment equipment & supplies whsle .....     | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods .....                    | 12                      | 26 037          | 2 214                    | 571                             | 90  | 3 291                        | 592  | 559  |
| 4224                           | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code                          | Geographic area, type of operation, and kind of business       | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|-------------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>SPOTSYLVANIA COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|                                     | <b>Merchant wholesalers . . . . .</b>                          | <b>54</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                 | Wholesale trade, durable goods . . . . .                       | 43                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                                | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                               | Automobile & other motor vehicle whsle . . . . .               | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110                              | Automobile & other motor vehicle whsle . . . . .               | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114                               | Motor vehicle parts, (used) whsle . . .                        | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140                              | Motor vehicle parts, (used) whsle . .                          | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                                | Lumber & other construction materials whsle . . . . .          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42131                               | Lumber, plywood, millwork, & wood panel whsle . . . . .        | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310                              | Lumber, plywood, millwork, & wood panel whsle . . . . .        | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                | Machinery, equipment, & supplies whsle . . . . .               | 13                      | 33 218          | 4 012                    | 876                             | 114   | 8 849                        | 6 979  | 8 042  |
| 42183                               | Industrial machinery & equipment whsle . . . . .               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830                              | Industrial machinery & equipment whsle . . . . .               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                 | Wholesale trade, nondurable goods . . . .                      | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
|                                     | <b>Manufacturers' sales branches and sales offices . .</b>     | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                     | <b>Agents, brokers, and commission merchants . . . . .</b>     | <b>11</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                 | Wholesale trade, durable goods . . . . .                       | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                                | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42111                               | Automobile & other motor vehicle whsle . . . . .               | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421110                              | Automobile & other motor vehicle whsle . . . . .               | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211101                             | Automobile & motorcycle whsle . . . . .                        | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213                                | Lumber & other construction materials whsle . . . . .          | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42131                               | Lumber, plywood, millwork, & wood panel whsle . . . . .        | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421310                              | Lumber, plywood, millwork, & wood panel whsle . . . . .        | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213103                             | Plywood, veneer, millwork, & wood panel whsle . . . . .        | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                 | Wholesale trade, nondurable goods . . . .                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>STAFFORD COUNTY, VA</b>          |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                           | <b>Wholesale trade . . . . .</b>                               | <b>47</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>g</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                 | Wholesale trade, durable goods . . . . .                       | 33                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                                | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42111                               | Automobile & other motor vehicle whsle . . . . .               | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421110                              | Automobile & other motor vehicle whsle . . . . .               | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42114                               | Motor vehicle parts, (used) whsle . . .                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140                              | Motor vehicle parts, (used) whsle . .                          | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                | Machinery, equipment, & supplies whsle . . . . .               | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                                | Miscellaneous durable goods whsle . . .                        | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                 | Wholesale trade, nondurable goods . . . .                      | 14                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224                                | Grocery & related products whsle . . . .                       | 4                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42241                               | General-line grocery whsle . . . . .                           | 2                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 422410                              | General-line grocery whsle . . . . .                           | 2                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224103                             | Other general-line grocery whsle . . . . .                     | 2                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4228                                | Beer, wine, & distilled alcoholic beverage whsle . . . . .     | 4                       | 28 081          | 3 180                    | 740                             | 130   | 5 941                        | 1 452  | 1 641  |
| 42281                               | Beer & ale whsle . . . . .                                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422810                              | Beer & ale whsle . . . . .                                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                      | Geographic area, type of operation, and kind of business       | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>STAFFORD COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|                                 | <b>Merchant wholesalers . . . . .</b>                          | <b>38</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>g</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                             | Wholesale trade, durable goods . . . . .                       | 28                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                            | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114                           | Motor vehicle parts, (used) whsle . . .                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140                          | Motor vehicle parts, (used) whsle . .                          | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                            | Machinery, equipment, & supplies whsle . . . . .               | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                            | Miscellaneous durable goods whsle . . .                        | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                             | Wholesale trade, nondurable goods . . . .                      | 10                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224                            | Grocery & related products whsle . . . .                       | 2                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42241                           | General-line grocery whsle . . . . .                           | 2                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 422410                          | General-line grocery whsle . . . . .                           | 2                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224103                         | Other general-line grocery whsle . . . . .                     | 2                       | D               | D                        | D                               | f   | D                            | D  | D  |
|                                 | <b>Manufacturers' sales branches and sales offices . .</b>     | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                 | <b>Agents, brokers, and commission merchants . . . . .</b>     | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>SURRY COUNTY, VA</b>         |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                       | <b>Wholesale trade . . . . .</b>                               | <b>3</b>                | <b>8 569</b>    | <b>845</b>               | <b>218</b>                      | <b>52</b>   | <b>1 418</b>                 | <b>416</b>                                     | <b>350</b>                                     |
| 422                             | Wholesale trade, nondurable goods . . . . .                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                 | <b>Merchant wholesalers . . . . .</b>                          | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                 | <b>Manufacturers' sales branches and sales offices . .</b>     | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>SUSSEX COUNTY, VA</b>        |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                       | <b>Wholesale trade . . . . .</b>                               | <b>14</b>               | <b>30 746</b>   | <b>2 096</b>             | <b>466</b>                      | <b>106</b>  | <b>4 917</b>                 | <b>3 948</b>                                   | <b>4 060</b>                                   |
| 421                             | Wholesale trade, durable goods . . . . .                       | 6                       | 6 180           | 676                      | 156                             | 29  | 1 383                        | 776  | 800  |
| 422                             | Wholesale trade, nondurable goods . . . . .                    | 8                       | 24 566          | 1 420                    | 310                             | 77  | 3 534                        | 3 172  | 3 260  |
| 4229                            | Miscellaneous nondurable goods whsle . . . . .                 | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42299                           | Other miscellaneous nondurable goods whsle . . . . .           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990                          | Other miscellaneous nondurable goods whsle . . . . .           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229904                         | Other nondurable goods whsle . . . . .                         | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                 | <b>Merchant wholesalers . . . . .</b>                          | <b>14</b>               | <b>30 746</b>   | <b>2 096</b>             | <b>466</b>                      | <b>106</b>  | <b>4 917</b>                 | <b>3 948</b>                                   | <b>4 060</b>                                   |
| 421                             | Wholesale trade, durable goods . . . . .                       | 6                       | 6 180           | 676                      | 156                             | 29  | 1 383                        | 776  | 800  |
| 422                             | Wholesale trade, nondurable goods . . . . .                    | 8                       | 24 566          | 1 420                    | 310                             | 77  | 3 534                        | 3 172  | 3 260  |
| 4229                            | Miscellaneous nondurable goods whsle . . . . .                 | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42299                           | Other miscellaneous nondurable goods whsle . . . . .           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990                          | Other miscellaneous nondurable goods whsle . . . . .           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229904                         | Other nondurable goods whsle . . . . .                         | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                 | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|----------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>TAZEWELL COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                  | <b>Wholesale trade .....</b>   | <b>81</b>               | <b>215 057</b>  | <b>15 836</b>            | <b>4 116</b>                    | <b>781</b>  | <b>32 959</b>                | <b>21 299</b>                      | <b>22 512</b>                      |
| 421                        | Wholesale trade, durable goods .....                                   | 61                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle.....              | 7                       | 2 588           | 493                      | 122                             | 29  | 958                          | 270                                | 598                                |
| 4215                       | Metal & mineral (except petroleum) whsle .....                         | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151                      | Metal service centers & offices .....                                  | 6                       | 16 668          | 2 806                    | 884                             | 140   | 5 076                        | 4 153                              | 4 387                              |
| 421510                     | Metal service centers & offices .....                                  | 6                       | 16 668          | 2 806                    | 884                             | 140   | 5 076                        | 4 153                              | 4 387                              |
| 4215101                    | Ferrous metal service centers & sales offices.....                     | 6                       | 16 668          | 2 806                    | 884                             | 140   | 5 076                        | 4 153                              | 4 387                              |
| 4216                       | Electrical goods whsle .....   | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                       | Machinery, equipment, & supplies whsle .....                           | 32                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42181                      | Construction & mining (except petroleum) machinery & equip whsle ..... | 17                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421810                     | Construction & mining (except petroleum) machinery & equip whsle ..... | 17                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42184                      | Industrial supplies whsle .....  | 6                       | 9 773           | 1 209                    | 306                             | 79  | 2 193                        | 684                                | 882                                |
| 421840                     | Industrial supplies whsle .....  | 6                       | 9 773           | 1 209                    | 306                             | 79  | 2 193                        | 684                                | 882                                |
| 4219                       | Miscellaneous durable goods whsle ...                                  | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199                      | Other miscellaneous durable goods whsle .....                          | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421990                     | Other miscellaneous durable goods whsle .....                          | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219906                    | Other durable goods whsle.....   | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                        | Wholesale trade, nondurable goods .....                                | 20                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224                       | Grocery & related products whsle .....                                 | 7                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42249                      | Other grocery & related products whsle .....                           | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422490                     | Other grocery & related products whsle .....                           | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224901                    | Coffee, tea, & spice whsle .....                                       | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227                       | Petroleum & petroleum products whsle .....                             | 4                       | 18 158          | 810                      | 219                             | 40  | 1 808                        | 530                                | 554                                |
| 42271                      | Petroleum bulk stations & terminals .....                              | 4                       | 18 158          | 810                      | 219                             | 40  | 1 808                        | 530                                | 554                                |
| 422710                     | Petroleum bulk stations & terminals .....                              | 4                       | 18 158          | 810                      | 219                             | 40  | 1 808                        | 530                                | 554                                |
|                            | <b>Merchant wholesalers .....</b>                                      | <b>75</b>               | <b>207 131</b>  | <b>15 219</b>            | <b>3 980</b>                    | <b>730</b>  | <b>31 172</b>                | <b>20 906</b>                      | <b>22 140</b>                      |
| 421                        | Wholesale trade, durable goods .....                                   | 59                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle.....              | 7                       | 2 588           | 493                      | 122                             | 29  | 958                          | 270                                | 598                                |
| 4215                       | Metal & mineral (except petroleum) whsle .....                         | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151                      | Metal service centers & offices .....                                  | 6                       | 16 668          | 2 806                    | 884                             | 140   | 5 076                        | 4 153                              | 4 387                              |
| 421510                     | Metal service centers & offices .....                                  | 6                       | 16 668          | 2 806                    | 884                             | 140   | 5 076                        | 4 153                              | 4 387                              |
| 4215101                    | Ferrous metal service centers & sales offices.....                     | 6                       | 16 668          | 2 806                    | 884                             | 140   | 5 076                        | 4 153                              | 4 387                              |
| 4216                       | Electrical goods whsle .....   | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                       | Machinery, equipment, & supplies whsle .....                           | 31                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42181                      | Construction & mining (except petroleum) machinery & equip whsle ..... | 16                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421810                     | Construction & mining (except petroleum) machinery & equip whsle ..... | 16                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42184                      | Industrial supplies whsle .....  | 6                       | 9 773           | 1 209                    | 306                             | 79  | 2 193                        | 684                                | 882                                |
| 421840                     | Industrial supplies whsle .....  | 6                       | 9 773           | 1 209                    | 306                             | 79  | 2 193                        | 684                                | 882                                |
| 4219                       | Miscellaneous durable goods whsle ...                                  | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199                      | Other miscellaneous durable goods whsle .....                          | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421990                     | Other miscellaneous durable goods whsle .....                          | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219906                    | Other durable goods whsle.....   | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                        | Wholesale trade, nondurable goods .....                                | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224                       | Grocery & related products whsle .....                                 | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42249                      | Other grocery & related products whsle .....                           | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422490                     | Other grocery & related products whsle .....                           | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224901                    | Coffee, tea, & spice whsle .....                                       | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227                       | Petroleum & petroleum products whsle .....                             | 4                       | 18 158          | 810                      | 219                             | 40  | 1 808                        | 530                                | 554                                |
|                            | <b>Manufacturers' sales branches and sales offices ..</b>              | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
|                            | <b>Agents, brokers, and commission merchants .....</b>                 | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |



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|------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WARREN COUNTY, VA</b>     |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade .....</b>                               | <b>18</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                       | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                          | Wholesale trade, nondurable goods .....                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                         | Petroleum & petroleum products                             |                         |                 |                          |                                 |   |                              |  |  |
|                              | whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                        | Petroleum bulk stations & terminals .                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                       | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                              | <b>Merchant wholesalers .....</b>                          | <b>15</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                       | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                          | Wholesale trade, nondurable goods .....                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                         | Petroleum & petroleum products                             |                         |                 |                          |                                 |   |                              |  |  |
|                              | whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                              | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                              | <b>Agents, brokers, and commission merchants .....</b>     | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>WASHINGTON COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade .....</b>                               | <b>51</b>               | <b>847 489</b>  | <b>29 280</b>            | <b>6 952</b>                    | <b>1 125</b>  | <b>47 096</b>                | <b>47 221</b>                                  | <b>50 711</b>                                  |
| 421                          | Wholesale trade, durable goods .....                       | 24                      | 158 880         | 8 157                    | 1 956                           | 258   | 15 420                       | 8 461  | 9 142  |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42111                        | Automobile & other motor vehicle whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110                       | Automobile & other motor vehicle whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215                         | Metal & mineral (except petroleum)                         |                         |                 |                          |                                 |   |                              |  |  |
|                              | whsle .....  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42152                        | Coal & other mineral & ore whsle . . .                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421520                       | Coal & other mineral & ore whsle . . .                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4215201                      | Coal whsle .....   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218                         | Machinery, equipment, & supplies whsle .....               | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                         | Miscellaneous durable goods whsle . . .                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                        | Other miscellaneous durable goods whsle .....              | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990                       | Other miscellaneous durable goods whsle .....              | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                          | Wholesale trade, nondurable goods .....                    | 27                      | 688 609         | 21 123                   | 4 996                           | 867   | 31 676                       | 38 760   | 41 569   |
| 4221                         | Paper & paper product whsle .....                          | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                         | Grocery & related products whsle .....                     | 8                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42241                        | General-line grocery whsle .....                           | 3                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 422410                       | General-line grocery whsle .....                           | 3                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224102                      | General-line grocery whsle, retail cooperative .....       | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42249                        | Other grocery & related products whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                       | Other grocery & related products whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225                         | Farm-product raw material whsle .....                      | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42252                        | Livestock whsle .....                                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422520                       | Livestock whsle .....                                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42259                        | Other farm product raw material whsle .....                | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422590                       | Other farm product raw material whsle .....                | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226                         | Chemical & allied products whsle .....                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42269                        | Other chemical & allied products whsle .....               | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422690                       | Other chemical & allied products whsle .....               | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227                         | Petroleum & petroleum products                             |                         |                 |                          |                                 |   |                              |  |  |
|                              | whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                        | Petroleum bulk stations & terminals .                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                       | Petroleum bulk stations & terminals .....                  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                      | Petroleum bulk stations & terminals (except LP) .....      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011                     | Petroleum bulk stations (except LP) .....                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business         | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
|            | <b>WASHINGTON COUNTY, VA—<br/>Con.</b>                           |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | <b>Merchant wholesalers . . . . .</b>                            | <b>33</b>               | <b>625 848</b>  | <b>24 334</b>            | <b>5 697</b>                    | <b>861</b>  | <b>38 296</b>                | <b>45 098</b>                      | <b>48 704</b>                      |
| 421        | Wholesale trade, durable goods . . . . .                         | 18                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                 | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219       | Miscellaneous durable goods whsle . . .                          | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 15                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4221       | Paper & paper product whsle . . . . .                            | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224       | Grocery & related products whsle . . . . .                       | 4                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 42241      | General-line grocery whsle . . . . .                             | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422410     | General-line grocery whsle . . . . .                             | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224102    | General-line grocery whsle, retail cooperative . . . . .         | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4227       | Petroleum & petroleum products whsle . . . . .                   | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271      | Petroleum bulk stations & terminals . . . . .                    | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422710     | Petroleum bulk stations & terminals . . . . .                    | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .        | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                    | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|            | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>13</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421        | Wholesale trade, durable goods . . . . .                         | 4                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .               | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42152      | Coal & other mineral & ore whsle . . . . .                       | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421520     | Coal & other mineral & ore whsle . . . . .                       | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4215201    | Coal whsle . . . . .   | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224       | Grocery & related products whsle . . . . .                       | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4225       | Farm-product raw material whsle . . . . .                        | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42259      | Other farm product raw material whsle . . . . .                  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422590     | Other farm product raw material whsle . . . . .                  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|            | <b>WESTMORELAND COUNTY, VA</b>                                   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                                 | <b>17</b>               | <b>35 908</b>   | <b>1 558</b>             | <b>341</b>                      | <b>64</b>   | <b>3 620</b>                 | <b>2 036</b>                       | <b>1 921</b>                       |
| 421        | Wholesale trade, durable goods . . . . .                         | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|            | <b>Merchant wholesalers . . . . .</b>                            | <b>14</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421        | Wholesale trade, durable goods . . . . .                         | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|            | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |

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| NAICS code              | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|-------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>WISE COUNTY, VA</b>  |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>               | <b>Wholesale trade .....</b>   | <b>46</b>               | <b>177 533</b>  | <b>9 701</b>             | <b>2 240</b>                    | <b>354</b>  | <b>19 563</b>                | <b>17 715</b>                      | <b>18 760</b>                      |
| 421                     | Wholesale trade, durable goods .....                                   | 35                      | 122 797         | 7 173                    | 1 698                           | 240   | 14 349                       | 16 266                             | 17 429                             |
| 4215                    | Metal & mineral (except petroleum) whsle .....                         | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42152                   | Coal & other mineral & ore whsle ...                                   | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421520                  | Coal & other mineral & ore whsle .                                     | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4218                    | Machinery, equipment, & supplies whsle .....                           | 18                      | 64 844          | 5 278                    | 1 348                           | 174   | 10 464                       | 14 845                             | 15 325                             |
| 42181                   | Construction & mining (except petroleum) machinery & equip whsle ..... | 13                      | 59 485          | 4 567                    | 1 216                           | 147   | 9 309                        | 14 161                             | 14 711                             |
| 421810                  | Construction & mining (except petroleum) machinery & equip whsle ..... | 13                      | 59 485          | 4 567                    | 1 216                           | 147   | 9 309                        | 14 161                             | 14 711                             |
| 4219                    | Miscellaneous durable goods whsle ...                                  | 6                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422                     | Wholesale trade, nondurable goods .....                                | 11                      | 54 736          | 2 528                    | 542                             | 114   | 5 214                        | 1 449                              | 1 331                              |
| 4226                    | Chemical & allied products whsle .....                                 | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42269                   | Other chemical & allied products whsle .....                           | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422690                  | Other chemical & allied products whsle .....                           | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4227                    | Petroleum & petroleum products whsle .....                             | 4                       | 24 759          | 1 670                    | 371                             | 79  | 3 549                        | 481                                | 352                                |
| 42271                   | Petroleum bulk stations & terminals .                                  | 4                       | 24 759          | 1 670                    | 371                             | 79  | 3 549                        | 481                                | 352                                |
| 422710                  | Petroleum bulk stations & terminals .....                              | 4                       | 24 759          | 1 670                    | 371                             | 79  | 3 549                        | 481                                | 352                                |
| 4227101                 | Petroleum bulk stations & terminals (except LP) .....                  | 4                       | 24 759          | 1 670                    | 371                             | 79  | 3 549                        | 481                                | 352                                |
| 42271011                | Petroleum bulk stations (except LP) .....                              | 4                       | 24 759          | 1 670                    | 371                             | 79  | 3 549                        | 481                                | 352                                |
| 4229                    | Miscellaneous nondurable goods whsle .....                             | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42294                   | Tobacco & tobacco product whsle ...                                    | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422940                  | Tobacco & tobacco product whsle .                                      | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|                         | <b>Merchant wholesalers .....</b>                                      | <b>44</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                     | Wholesale trade, durable goods .....                                   | 34                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215                    | Metal & mineral (except petroleum) whsle .....                         | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42152                   | Coal & other mineral & ore whsle ...                                   | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421520                  | Coal & other mineral & ore whsle .                                     | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4218                    | Machinery, equipment, & supplies whsle .....                           | 17                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42181                   | Construction & mining (except petroleum) machinery & equip whsle ..... | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421810                  | Construction & mining (except petroleum) machinery & equip whsle ..... | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219                    | Miscellaneous durable goods whsle ...                                  | 6                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422                     | Wholesale trade, nondurable goods .....                                | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227                    | Petroleum & petroleum products whsle .....                             | 4                       | 24 759          | 1 670                    | 371                             | 79  | 3 549                        | 481                                | 352                                |
| 42271                   | Petroleum bulk stations & terminals .                                  | 4                       | 24 759          | 1 670                    | 371                             | 79  | 3 549                        | 481                                | 352                                |
| 422710                  | Petroleum bulk stations & terminals .....                              | 4                       | 24 759          | 1 670                    | 371                             | 79  | 3 549                        | 481                                | 352                                |
| 4227101                 | Petroleum bulk stations & terminals (except LP) .....                  | 4                       | 24 759          | 1 670                    | 371                             | 79  | 3 549                        | 481                                | 352                                |
| 42271011                | Petroleum bulk stations (except LP) .....                              | 4                       | 24 759          | 1 670                    | 371                             | 79  | 3 549                        | 481                                | 352                                |
| 4229                    | Miscellaneous nondurable goods whsle .....                             | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|                         | <b>Manufacturers' sales branches and sales offices ..</b>              | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                     | Wholesale trade, nondurable goods .....                                | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>WYTHE COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>               | <b>Wholesale trade .....</b>   | <b>21</b>               | <b>72 988</b>   | <b>4 904</b>             | <b>1 145</b>                    | <b>184</b>  | <b>9 203</b>                 | <b>6 462</b>                       | <b>6 047</b>                       |
| 421                     | Wholesale trade, durable goods .....                                   | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211                    | Motor vehicle & motor vehicle parts & supplies whsle .....             | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4212                    | Furniture & home furnishings whsle ...                                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42122                   | Home furnishings whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421220                  | Home furnishings whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212203                 | Floor coverings whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213                    | Lumber & other construction materials whsle .....                      | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4218                    | Machinery, equipment, & supplies whsle .....                           | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                     | Wholesale trade, nondurable goods .....                                | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

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|------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>WYTHE COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                              | <b>Merchant wholesalers . . . . .</b>                            | <b>19</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                          | Wholesale trade, durable goods . . . . .                         | 15                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4212                         | Furniture & home furnishings whsle . . .                         | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42122                        | Home furnishings whsle . . . . .                                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421220                       | Home furnishings whsle . . . . .                                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212203                      | Floor coverings whsle . . . . .                                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213                         | Lumber & other construction materials whsle . . . . .            | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4218                         | Machinery, equipment, & supplies whsle . . . . .                 | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                          | Wholesale trade, nondurable goods . . . .                        | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                              | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                          | Wholesale trade, nondurable goods . . . .                        | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>YORK COUNTY, VA</b>       |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                    | <b>Wholesale trade . . . . .</b>                                 | <b>45</b>               | <b>137 933</b>  | <b>10 504</b>            | <b>2 569</b>                    | <b>415</b>  | <b>20 556</b>                | <b>11 230</b>                      | <b>10 864</b>                      |
| 421                          | Wholesale trade, durable goods . . . . .                         | 27                      | 37 241          | 4 755                    | 1 307                           | 198   | 9 736                        | 5 128                              | 5 446                              |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42114                        | Motor vehicle parts, (used) whsle . . .                          | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421140                       | Motor vehicle parts, (used) whsle . .                            | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                         | Machinery, equipment, & supplies whsle . . . . .                 | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                         | Miscellaneous durable goods whsle . . .                          | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                          | Wholesale trade, nondurable goods . . . .                        | 18                      | 100 692         | 5 749                    | 1 262                           | 217   | 10 820                       | 6 102                              | 5 418                              |
| 4224                         | Grocery & related products whsle . . . .                         | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42246                        | Fish & seafood whsle . . . . .                                   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422460                       | Fish & seafood whsle . . . . .                                   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42249                        | Other grocery & related products whsle . . . . .                 | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422490                       | Other grocery & related products whsle . . . . .                 | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224903                      | Soft drinks whsle . . . . .                                      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227                         | Petroleum & petroleum products whsle . . . . .                   | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|                              | <b>Merchant wholesalers . . . . .</b>                            | <b>35</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                          | Wholesale trade, durable goods . . . . .                         | 22                      | 32 808          | 4 361                    | 1 212                           | 179   | 8 830                        | 5 017                              | 5 287                              |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42114                        | Motor vehicle parts, (used) whsle . . .                          | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421140                       | Motor vehicle parts, (used) whsle . .                            | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                         | Machinery, equipment, & supplies whsle . . . . .                 | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                         | Miscellaneous durable goods whsle . . .                          | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                          | Wholesale trade, nondurable goods . . . .                        | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224                         | Grocery & related products whsle . . . .                         | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42246                        | Fish & seafood whsle . . . . .                                   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422460                       | Fish & seafood whsle . . . . .                                   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                              | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                          | Wholesale trade, nondurable goods . . . .                        | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                              | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |

Table 5. **Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                 | Geographic area, type of operation, and kind of business             | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>ALEXANDRIA, VA (IC)</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                  | <b>Wholesale trade .....</b>   | <b>137</b>              | <b>899 624</b>  | <b>75 064</b>            | <b>18 939</b>                   | <b>1 830</b>  | <b>146 624</b>               | <b>61 389</b>                                  | <b>71 055</b>                                  |
| 421                        | Wholesale trade, durable goods .....                                 | 97                      | 540 658         | 44 950                   | 11 353                          | 932   | 92 760                       | 45 027   | 53 538   |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle .....           | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42112                      | Motor vehicle supplies & new parts whsle .....                       | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421120                     | Motor vehicle supplies & new parts whsle .....                       | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212                       | Furniture & home furnishings whsle ...                               | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42121                      | Furniture whsle .....  | 8                       | 84 546          | 3 218                    | 736                             | 74  | 4 837                        | 795  | 161  |
| 421210                     | Furniture whsle .....  | 8                       | 84 546          | 3 218                    | 736                             | 74  | 4 837                        | 795  | 161  |
| 4212102                    | Office & business furniture whsle .....                              | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122                      | Home furnishings whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421220                     | Home furnishings whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212203                    | Floor coverings whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                       | Lumber & other construction materials whsle .....                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42131                      | Lumber, plywood, millwork, & wood panel whsle .....                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421310                     | Lumber, plywood, millwork, & wood panel whsle .....                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213101                    | Lumber without yard whsle .....                                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4214                       | Professional & commercial equipment & supplies whsle .....           | 31                      | 240 796         | 22 261                   | 5 145                           | 283   | 46 231                       | 15 915   | 13 192   |
| 42142                      | Office equipment whsle .....   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421420                     | Office equipment whsle .....   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143                      | Computer & computer peripheral equipment & software whsle .....      | 18                      | 172 520         | 11 905                   | 2 557                           | 89  | 30 651                       | 14 026   | 11 733   |
| 421430                     | Computer & computer peripheral equipment & software whsle .....      | 18                      | 172 520         | 11 905                   | 2 557                           | 89  | 30 651                       | 14 026   | 11 733   |
| 4214301                    | Computer & peripheral equipment whsle .....                          | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143011                   | Computers & peripheral equipment for resale .....                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42145                      | Medical, dental, & hospital equipment & supplies whsle .....         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421450                     | Medical, dental, & hospital equipment & supplies whsle .....         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214501                    | Surgical, medical, & hospital supplies whsle .....                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                       | Electrical goods whsle .....   | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4217                       | Hardware, & plumbing & heating equipment & supplies whsle .....      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42172                      | Plumbing & heating equipment & supplies (hydronics) whsle .....      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421720                     | Plumbing & heating equipment & supplies (hydronics) whsle .....      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173                      | Warm air heating & air-conditioning equipment & supplies whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730                     | Warm air heating & air-conditioning equipment & supplies whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                       | Machinery, equipment, & supplies whsle .....                         | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184                      | Industrial supplies whsle .....                                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840                     | Industrial supplies whsle .....                                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186                      | Transportation equipment & supplies (exc motor vehicle) whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421860                     | Transportation equipment & supplies (exc motor vehicle) whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                       | Miscellaneous durable goods whsle ...                                | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42191                      | Sporting & recreational goods & supplies whsle .....                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421910                     | Sporting & recreational goods & supplies whsle .....                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                        | Wholesale trade, nondurable goods .....                              | 40                      | 358 966         | 30 114                   | 7 586                           | 898   | 53 864                       | 16 362   | 17 517   |
| 4221                       | Paper & paper product whsle .....                                    | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42212                      | Stationery & office supplies whsle ...                               | 5                       | 12 732          | 1 614                    | 436                             | 71  | 4 477                        | 658  | 728  |
| 422120                     | Stationery & office supplies whsle ..                                | 5                       | 12 732          | 1 614                    | 436                             | 71  | 4 477                        | 658  | 728  |
| 4224                       | Grocery & related products whsle ...                                 | 11                      | 152 019         | 15 487                   | 3 835                           | 524   | 26 451                       | 8 199  | 7 196  |
| 42249                      | Other grocery & related products whsle .....                         | 7                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422490                     | Other grocery & related products whsle .....                         | 7                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224903                    | Soft drinks whsle .....  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                       | Petroleum & petroleum products whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                      | Petroleum bulk stations & terminals ..                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                     | Petroleum bulk stations & terminals .....                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                    | Petroleum bulk stations & terminals (except LP) .....                | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011                   | Petroleum bulk stations (except LP) ..                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business             | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>ALEXANDRIA, VA (IC)—Con.</b>                                      |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                               |                         |                 |                          |                                 |   |                              |  |  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle.....                | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle .....                           | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42292      | Book, periodical, & newspaper whsle .....                            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422920     | Book, periodical, & newspaper whsle .....                            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers .....</b>                                    | <b>112</b>              | <b>394 955</b>  | <b>45 334</b>            | <b>11 507</b>                   | <b>1 293</b>  | <b>87 178</b>                | <b>46 605</b>                                  | <b>58 934</b>                                  |
| 421        | Wholesale trade, durable goods .....                                 | 78                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle.....            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle .....                       | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle .....                       | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle ...                               | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42121      | Furniture whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421210     | Furniture whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122      | Home furnishings whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421220     | Home furnishings whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212203    | Floor coverings whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle .....                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213101    | Lumber without yard whsle .....                                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....           | 24                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle .....      | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle.....       | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle.....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle .....                         | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184      | Industrial supplies whsle .....                                      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840     | Industrial supplies whsle .....                                      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle ...                                | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42191      | Sporting & recreational goods & supplies whsle .....                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421910     | Sporting & recreational goods & supplies whsle.....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                              | 34                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4221       | Paper & paper product whsle .....                                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42212      | Stationery & office supplies whsle ...                               | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422120     | Stationery & office supplies whsle .....                             | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224       | Grocery & related products whsle .....                               | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle .....                         | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle .....                         | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals ..                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals .....                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) .....                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle .....                           | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code   | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>ALEXANDRIA, VA (IC)—Con.</b>                            |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>Manufacturers' sales branches and sales offices . .</b> |   | <b>9</b>                | <b>396 093</b>  | <b>25 543</b>            | <b>6 537</b>                    | <b>449</b>  | <b>52 539</b>                | <b>14 784</b>                      | <b>12 121</b>                      |
| 421  | Wholesale trade, durable goods . . . . .                            | 7                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4214   | Professional & commercial equipment & supplies whsle . . . . .      | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42143  | Computer & computer peripheral equipment & software whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421430   | Computer & computer peripheral equipment & software whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422  | Wholesale trade, nondurable goods . . . . .                         | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224   | Grocery & related products whsle . . . . .                          | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42249  | Other grocery & related products whsle . . . . .                    | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422490   | Other grocery & related products whsle . . . . .                    | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224903  | Soft drinks whsle . . . . .   | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                      | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42292  | Book, periodical, & newspaper whsle . . . . .                       | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422920   | Book, periodical, & newspaper whsle . . . . .                       | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>Agents, brokers, and commission merchants . . . . .</b> |   | <b>16</b>               | <b>108 576</b>  | <b>4 187</b>             | <b>895</b>                      | <b>88</b>   | <b>6 907</b>                 | <b>—</b>                           | <b>—</b>                           |
| 421  | Wholesale trade, durable goods . . . . .                            | 12                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212   | Furniture & home furnishings whsle . . . . .                        | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42121  | Furniture whsle . . . . .   | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421210   | Furniture whsle . . . . .   | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212102  | Office & business furniture whsle . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whsle . . . . . | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>BEDFORD, VA (IC)</b>                                    |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                                    | <b>19</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421  | Wholesale trade, durable goods . . . . .                            | 11                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                    | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422  | Wholesale trade, nondurable goods . . . . .                         | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224   | Grocery & related products whsle . . . . .                          | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227   | Petroleum & petroleum products whsle . . . . .                      | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42271  | Petroleum bulk stations & terminals . . . . .                       | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422710   | Petroleum bulk stations & terminals . . . . .                       | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . .           | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                       | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                      | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers . . . . .</b>                      |   | <b>15</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421  | Wholesale trade, durable goods . . . . .                            | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                    | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422  | Wholesale trade, nondurable goods . . . . .                         | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224   | Grocery & related products whsle . . . . .                          | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4227   | Petroleum & petroleum products whsle . . . . .                      | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42271  | Petroleum bulk stations & terminals . . . . .                       | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422710   | Petroleum bulk stations & terminals . . . . .                       | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . .           | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                       | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                      | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>Agents, brokers, and commission merchants . . . . .</b> |   | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code  | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BRISTOL, VA (IC)</b>                                   |  |                         |                 |                          |                                 |   |                              |  |  |
| 42  | <b>Wholesale trade .....</b>                               | <b>40</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                       | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....               | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184   | Industrial supplies whsle .....                            | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840  | Industrial supplies whsle .....                            | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                    | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                     | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42243   | Dairy products, (except dried or canned) whsle .....       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422430  | Dairy products, (except dried or canned) whsle .....       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224302   | Dairy product (except raw milk) whsle .....                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903   | Soft drinks whsle .....                                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle .....                 | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4228  | Beer, wine, & distilled alcoholic beverage whsle .....     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42281   | Beer & ale whsle .....                                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422810  | Beer & ale whsle .....                                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42294   | Tobacco & tobacco product whsle .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422940  | Tobacco & tobacco product whsle .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |  | <b>34</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                       | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....               | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                    | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422   | Wholesale trade, nondurable goods .....                    | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants .....</b>    |  | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422   | Wholesale trade, nondurable goods .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BUENA VISTA, VA (IC)</b>                               |  |                         |                 |                          |                                 |   |                              |  |  |
| 42  | <b>Wholesale trade .....</b>                               | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>Merchant wholesalers .....</b>                         |  | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |



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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>CHARLOTTESVILLE, VA (IC)</b>                                     |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                                    | <b>81</b>               | <b>265 870</b>  | <b>29 673</b>            | <b>6 708</b>                    | <b>954</b>  | <b>63 247</b>                | <b>15 609</b>                                  | <b>17 224</b>                                  |
| 421        | Wholesale trade, durable goods . . . . .                            | 48                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle . . .                            | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .      | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . . | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . . | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                     | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .                                    | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                    | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42184      | Industrial supplies whsle . . . . .                                 | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421840     | Industrial supplies whsle . . . . .                                 | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . .                             | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                         | 33                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                          | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903    | Soft drinks whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                      | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                       | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                       | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .          | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42281      | Beer & ale whsle . . . . .  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422810     | Beer & ale whsle . . . . .  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                               | <b>67</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                            | 36                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle . . .                            | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .      | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . .                             | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                         | 31                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                          | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903    | Soft drinks whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                      | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices . . . . .</b>    | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                            | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . . | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . . | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>          | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                            | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|----------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>CHESAPEAKE, VA (IC)</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>                  | <b>Wholesale trade . . . . .</b>  | <b>246</b>              | <b>1 768 227</b> | <b>115 666</b>           | <b>26 755</b>                   | <b>3 833</b>  | <b>233 630</b>               | <b>189 397</b>                                 | <b>186 751</b>                                 |
| 421                        | Wholesale trade, durable goods . . . . .                                    | 178                     | 859 976          | 74 928                   | 17 195                          | 2 354   | 148 065                      | 126 887  | 128 805  |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 28                      | 166 559          | 12 241                   | 2 958                           | 722   | 26 156                       | 29 653   | 28 772   |
| 42111                      | Automobile & other motor vehicle whsle . . . . .                            | 5                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 421110                     | Automobile & other motor vehicle whsle . . . . .                            | 5                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42112                      | Motor vehicle supplies & new parts whsle . . . . .                          | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421120                     | Motor vehicle supplies & new parts whsle . . . . .                          | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211202                    | Motor vehicle supplies & new parts—jobbers . . . . .                        | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42114                      | Motor vehicle parts, (used) whsle . . . . .                                 | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140                     | Motor vehicle parts, (used) whsle . . . . .                                 | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213                       | Lumber & other construction materials whsle . . . . .                       | 9                       | 51 477           | 2 446                    | 556                             | 76  | 5 184                        | 3 061  | 2 995  |
| 42131                      | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421310                     | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42132                      | Brick, stone, & related construction materials whsle . . . . .              | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421320                     | Brick, stone, & related construction materials whsle . . . . .              | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213203                    | Cement, lime, & related products whsle . . . . .                            | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214                       | Professional & commercial equipment & supplies whsle . . . . .              | 23                      | 55 354           | 6 989                    | 1 227                           | 175   | 14 114                       | 5 606  | 10 582   |
| 42143                      | Computer & computer peripheral equipment & software whsle . . . . .         | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421430                     | Computer & computer peripheral equipment & software whsle . . . . .         | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214301                    | Computer & peripheral equipment whsle . . . . .                             | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42144                      | Other commercial equipment whsle . . . . .                                  | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421440                     | Other commercial equipment whsle . . . . .                                  | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42145                      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 6                       | 18 206           | 2 438                    | 421                             | 58  | 5 293                        | 3 538  | 7 715  |
| 421450                     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 6                       | 18 206           | 2 438                    | 421                             | 58  | 5 293                        | 3 538  | 7 715  |
| 4215                       | Metal & mineral (except petroleum) whsle . . . . .                          | 8                       | 20 514           | 2 391                    | 701                             | 59  | 3 731                        | 4 081  | 4 053  |
| 42151                      | Metal service centers & offices . . . . .                                   | 8                       | 20 514           | 2 391                    | 701                             | 59  | 3 731                        | 4 081  | 4 053  |
| 421510                     | Metal service centers & offices . . . . .                                   | 8                       | 20 514           | 2 391                    | 701                             | 59  | 3 731                        | 4 081  | 4 053  |
| 4216                       | Electrical goods whsle . . . . .  | 20                      | 97 144           | 11 243                   | 2 259                           | 220   | 21 051                       | 13 620   | 8 670  |
| 42161                      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421610                     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42169                      | Other electronic parts & equipment whsle . . . . .                          | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421690                     | Other electronic parts & equipment whsle . . . . .                          | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216901                    | Communications equipment & supplies whsle . . . . .                         | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4217                       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 19                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42172                      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421720                     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42173                      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421730                     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218                       | Machinery, equipment, & supplies whsle . . . . .                            | 52                      | 207 354          | 22 844                   | 5 378                           | 666   | 40 991                       | 33 923   | 34 858   |
| 42181                      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 12                      | 57 466           | 5 708                    | 1 398                           | 168   | 9 444                        | 17 420   | 17 897   |
| 421810                     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 12                      | 57 466           | 5 708                    | 1 398                           | 168   | 9 444                        | 17 420   | 17 897   |
| 42182                      | Farm & garden machinery & equipment whsle . . . . .                         | 4                       | 10 371           | 1 478                    | 304                             | 47  | 2 477                        | 2 807  | 3 178  |
| 421820                     | Farm & garden machinery & equipment whsle . . . . .                         | 4                       | 10 371           | 1 478                    | 304                             | 47  | 2 477                        | 2 807  | 3 178  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                      | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|---------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>CHESAPEAKE, VA (IC)—Con.</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                       | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421                             | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4218                            | Machinery, equipment, & supplies whsle—Con.                            |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42183                           | Industrial machinery & equipment whsle .....                           | 22                      | 60 740          | 9 505                    | 2 301                           | 298   | 18 413                       | 9 282                              | 9 800                              |
| 421830                          | Industrial machinery & equipment whsle .....                           | 22                      | 60 740          | 9 505                    | 2 301                           | 298   | 18 413                       | 9 282                              | 9 800                              |
| 4218303                         | General-purpose industrial machinery & equipment whsle .....           | 10                      | 29 348          | 4 432                    | 957                             | 131   | 8 912                        | 5 543                              | 5 235                              |
| 4218305                         | Materials handling equipment whsle .....                               | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218307                         | Other industrial machinery & equipment whsle .....                     | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42184                           | Industrial supplies whsle .....  | 9                       | 59 836          | 4 446                    | 1 050                           | 107   | 7 889                        | 4 082                              | 3 687                              |
| 421840                          | Industrial supplies whsle .....  | 9                       | 59 836          | 4 446                    | 1 050                           | 107   | 7 889                        | 4 082                              | 3 687                              |
| 4218402                         | Mechanical power transmission supplies whsle .....                     | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42185                           | Service establishment equipment & supplies whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421850                          | Service establishment equipment & supplies whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218504                         | Other service establishment equipment & supplies whsle ...             | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42186                           | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421860                          | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4219                            | Miscellaneous durable goods whsle ...                                  | 16                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42191                           | Sporting & recreational goods & supplies whsle .....                   | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421910                          | Sporting & recreational goods & supplies whsle .....                   | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42193                           | Recyclable material whsle .....  | 6                       | 67 348          | 4 496                    | 1 013                           | 177   | 12 324                       | 816                                | 835                                |
| 421930                          | Recyclable material whsle .....  | 6                       | 67 348          | 4 496                    | 1 013                           | 177   | 12 324                       | 816                                | 835                                |
| 4219301                         | Iron & steel scrap processors & dealers .....                          | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42193011                        | Iron & steel scrap processors (using power processing equipment) ..... | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422                             | Wholesale trade, nondurable goods .....                                | 68                      | 908 251         | 40 738                   | 9 560                           | 1 479   | 85 565                       | 62 510                             | 57 946                             |
| 4221                            | Paper & paper product whsle .....                                      | 7                       | 62 115          | 5 367                    | 1 327                           | 178   | 8 943                        | 5 844                              | 4 980                              |
| 42212                           | Stationery & office supplies whsle ...                                 | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422120                          | Stationery & office supplies whsle .....                               | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4223                            | Apparel, piece goods, & notions whsle .....                            | 8                       | 9 277           | 532                      | 153                             | 41  | 1 169                        | 707                                | 849                                |
| 4224                            | Grocery & related products whsle .....                                 | 16                      | 159 470         | 17 230                   | 4 232                           | 625   | 27 126                       | 832                                | 1 191                              |
| 42245                           | Confectionery whsle .....  | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422450                          | Confectionery whsle .....  | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42249                           | Other grocery & related products whsle .....                           | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422490                          | Other grocery & related products whsle .....                           | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224902                         | Bread & baked goods whsle .....  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4225                            | Farm-product raw material whsle .....                                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4226                            | Chemical & allied products whsle .....                                 | 7                       | 15 836          | 1 358                    | 332                             | 35  | 3 208                        | 1 002                              | 1 528                              |
| 42269                           | Other chemical & allied products whsle .....                           | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422690                          | Other chemical & allied products whsle .....                           | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227                            | Petroleum & petroleum products whsle .....                             | 16                      | 488 563         | 6 038                    | 1 395                           | 166   | 17 266                       | 40 120                             | 33 946                             |
| 42271                           | Petroleum bulk stations & terminals .....                              | 11                      | 431 397         | 4 122                    | 941                             | 112   | 12 383                       | 34 483                             | 28 128                             |
| 422710                          | Petroleum bulk stations & terminals .....                              | 11                      | 431 397         | 4 122                    | 941                             | 112   | 12 383                       | 34 483                             | 28 128                             |
| 4227101                         | Petroleum bulk stations & terminals (except LP) .....                  | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271011                        | Petroleum bulk stations (except LP) .....                              | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271012                        | Petroleum bulk terminals (except LP) .....                             | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4228                            | Beer, wine, & distilled alcoholic beverage whsle .....                 | 3                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42281                           | Beer & ale whsle .....   | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422810                          | Beer & ale whsle .....   | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229                            | Miscellaneous nondurable goods whsle .....                             | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42291                           | Farm supplies whsle .....  | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422910                          | Farm supplies whsle .....  | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229102                         | Farm supplies—whsle distributors .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                      | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---------------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>CHESAPEAKE, VA (IC)—Con.</b> |   |                         |                  |                          |                                 |   |                              |  |  |
|                                 | <b>Merchant wholesalers . . . . .</b>                                       | <b>193</b>              | <b>1 069 053</b> | <b>79 240</b>            | <b>18 240</b>                   | <b>2 476</b>  | <b>167 964</b>               | <b>137 858</b>                                 | <b>141 228</b>                                 |
| 421                             | Wholesale trade, durable goods . . . . .                                    | 146                     | 674 526          | 59 155                   | 13 754                          | 1 668   | 120 159                      | 108 267  | 110 219  |
| 4211                            | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 25                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42112                           | Motor vehicle supplies & new parts whsle . . . . .                          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421120                          | Motor vehicle supplies & new parts whsle . . . . .                          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211202                         | Motor vehicle supplies & new parts—jobbers . . . . .                        | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114                           | Motor vehicle parts, (used) whsle . . . . .                                 | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140                          | Motor vehicle parts, (used) whsle . . . . .                                 | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213                            | Lumber & other construction materials whsle . . . . .                       | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214                            | Professional & commercial equipment & supplies whsle . . . . .              | 20                      | 45 206           | 5 085                    | 919                             | 147   | 10 820                       | 4 832  | 9 832  |
| 42143                           | Computer & computer peripheral equipment & software whsle . . . . .         | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421430                          | Computer & computer peripheral equipment & software whsle . . . . .         | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42145                           | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 6                       | 18 206           | 2 438                    | 421                             | 58  | 5 293                        | 3 538  | 7 715  |
| 421450                          | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 6                       | 18 206           | 2 438                    | 421                             | 58  | 5 293                        | 3 538  | 7 715  |
| 4216                            | Electrical goods whsle . . . . .  | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42161                           | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421610                          | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42169                           | Other electronic parts & equipment whsle . . . . .                          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421690                          | Other electronic parts & equipment whsle . . . . .                          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216901                         | Communications equipment & supplies whsle . . . . .                         | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4217                            | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 15                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42173                           | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421730                          | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218                            | Machinery, equipment, & supplies whsle . . . . .                            | 45                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42181                           | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421810                          | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42182                           | Farm & garden machinery & equipment whsle . . . . .                         | 4                       | 10 371           | 1 478                    | 304                             | 47  | 2 477                        | 2 807  | 3 178  |
| 421820                          | Farm & garden machinery & equipment whsle . . . . .                         | 4                       | 10 371           | 1 478                    | 304                             | 47  | 2 477                        | 2 807  | 3 178  |
| 42183                           | Industrial machinery & equipment whsle . . . . .                            | 18                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421830                          | Industrial machinery & equipment whsle . . . . .                            | 18                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4218303                         | General-purpose industrial machinery & equipment whsle . . . . .            | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4218307                         | Other industrial machinery & equipment whsle . . . . .                      | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42184                           | Industrial supplies whsle . . . . .   | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421840                          | Industrial supplies whsle . . . . .   | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42185                           | Service establishment equipment & supplies whsle . . . . .                  | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421850                          | Service establishment equipment & supplies whsle . . . . .                  | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218504                         | Other service establishment equipment & supplies whsle . . . . .            | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42186                           | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421860                          | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4219                            | Miscellaneous durable goods whsle . . . . .                                 | 14                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42191                           | Sporting & recreational goods & supplies whsle . . . . .                    | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421910                          | Sporting & recreational goods & supplies whsle . . . . .                    | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42193                           | Recyclable material whsle . . . . .   | 6                       | 67 348           | 4 496                    | 1 013                           | 177   | 12 324                       | 816  | 835  |
| 421930                          | Recyclable material whsle . . . . .   | 6                       | 67 348           | 4 496                    | 1 013                           | 177   | 12 324                       | 816  | 835  |
| 4219301                         | Iron & steel scrap processors & dealers . . . . .                           | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42193011                        | Iron & steel scrap processors (using power processing equipment) . . . . .  | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code  | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>CHESAPEAKE, VA (IC)—Con.</b>                           |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                          |  |                         |                 |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods .....                    | 47                      | 394 527         | 20 085                   | 4 486                           | 808   | 47 805                       | 29 591   | 31 009   |
| 4221  | Paper & paper product whsle .....                          | 7                       | 62 115          | 5 367                    | 1 327                           | 178   | 8 943                        | 5 844  | 4 980  |
| 42212   | Stationery & office supplies whsle . . .                   | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422120  | Stationery & office supplies whsle . . .                   | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                     | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225  | Farm-product raw material whsle .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226  | Chemical & allied products whsle .....                     | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269   | Other chemical & allied products whsle .....               | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422690  | Other chemical & allied products whsle .....               | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle .....                 | 9                       | 120 902         | 1 977                    | 484                             | 78  | 4 992                        | 9 326  | 9 420  |
| 42271   | Petroleum bulk stations & terminals . . .                  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710  | Petroleum bulk stations & terminals .....                  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101   | Petroleum bulk stations & terminals (except LP) .....      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4228  | Beer, wine, & distilled alcoholic beverage whsle .....     | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                 | 7                       | 41 703          | 2 809                    | 680                             | 116   | 9 971                        | 3 961  | 3 170  |
| 42291   | Farm supplies whsle .....                                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910  | Farm supplies whsle .....                                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229102   | Farm supplies—whsle distributors .....                     | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  | <b>29</b>               | <b>636 781</b>  | <b>32 697</b>            | <b>7 753</b>                    | <b>918</b>  | <b>58 309</b>                | <b>51 225</b>                                  | <b>45 198</b>                                  |
| 421   | Wholesale trade, durable goods .....                       | 16                      | 153 198         | 12 660                   | 2 818                           | 275   | 21 740                       | 18 308   | 18 264   |
| 4213  | Lumber & other construction materials whsle .....          | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42132   | Brick, stone, & related construction materials whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421320  | Brick, stone, & related construction materials whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....               | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42184   | Industrial supplies whsle .....                            | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840  | Industrial supplies whsle .....                            | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                    | 13                      | 483 583         | 20 037                   | 4 935                           | 643   | 36 569                       | 32 917   | 26 934   |
| 4224  | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle .....                 | 7                       | 367 661         | 4 061                    | 911                             | 88  | 12 274                       | 30 794   | 24 526   |
| 42271   | Petroleum bulk stations & terminals . . .                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710  | Petroleum bulk stations & terminals .....                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101   | Petroleum bulk stations & terminals (except LP) .....      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants .....</b>    |  | <b>24</b>               | <b>62 393</b>   | <b>3 729</b>             | <b>762</b>                      | <b>439</b>  | <b>7 357</b>                 | <b>314</b>                                     | <b>325</b>                                     |
| 421   | Wholesale trade, durable goods .....                       | 16                      | 32 252          | 3 113                    | 623                             | 411   | 6 166                        | 312  | 322  |
| 422   | Wholesale trade, nondurable goods .....                    | 8                       | 30 141          | 616                      | 139                             | 28  | 1 191                        | 2  | 3  |
| 4224  | Grocery & related products whsle .....                     | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>CLIFTON FORGE, VA (IC)</b>                             |  |                         |                 |                          |                                 |   |                              |  |  |
| 42  | <b>Wholesale trade .....</b>                               | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422   | Wholesale trade, nondurable goods .....                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>Manufacturers' sales branches and sales offices ..</b> |  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                       | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|----------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>COLONIAL HEIGHTS, VA (IC)</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                        | <b>Wholesale trade .....</b>                               | <b>12</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                              | Wholesale trade, durable goods .....                       | 7                       | 14 313          | 1 533                    | 199                             | 25  | 2 758                        | 580                                | 1 976                              |
| 4218                             | Machinery, equipment, & supplies                           |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                  | whsle .....  | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42183                            | Industrial machinery & equipment                           |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                  | whsle .....  | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421830                           | Industrial machinery & equipment                           |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                  | whsle .....  | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422                              | Wholesale trade, nondurable goods .....                    | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                                  | <b>Merchant wholesalers .....</b>                          | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                              | Wholesale trade, durable goods .....                       | 5                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4218                             | Machinery, equipment, & supplies                           |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                  | whsle .....  | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|                                  | <b>Manufacturers' sales</b>                                |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                  | <b>  branches and sales offices ..</b>                     | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
|                                  | <b>Agents, brokers, and</b>                                |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                  | <b>  commission merchants .....</b>                        | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>COVINGTON, VA (IC)</b>        |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                        | <b>Wholesale trade .....</b>                               | <b>9</b>                | <b>15 315</b>   | <b>1 121</b>             | <b>260</b>                      | <b>44</b>   | <b>2 027</b>                 | <b>1 620</b>                       | <b>1 627</b>                       |
| 421                              | Wholesale trade, durable goods .....                       | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                             | Machinery, equipment, & supplies                           |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                  | whsle .....  | 6                       | 8 730           | 882                      | 214                             | 29  | 1 533                        | 1 035                              | 1 048                              |
|                                  | <b>Merchant wholesalers .....</b>                          | <b>9</b>                | <b>15 315</b>   | <b>1 121</b>             | <b>260</b>                      | <b>44</b>   | <b>2 027</b>                 | <b>1 620</b>                       | <b>1 627</b>                       |
| 421                              | Wholesale trade, durable goods .....                       | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                             | Machinery, equipment, & supplies                           |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                  | whsle .....  | 6                       | 8 730           | 882                      | 214                             | 29  | 1 533                        | 1 035                              | 1 048                              |
| <b>DANVILLE, VA (IC)</b>         |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                        | <b>Wholesale trade .....</b>                               | <b>55</b>               | <b>211 785</b>  | <b>22 596</b>            | <b>4 990</b>                    | <b>964</b>  | <b>42 672</b>                | <b>19 947</b>                      | <b>20 313</b>                      |
| 421                              | Wholesale trade, durable goods .....                       | 33                      | 29 960          | 4 607                    | 943                             | 199   | 8 070                        | 4 644                              | 4 703                              |
| 4211                             | Motor vehicle & motor vehicle parts & supplies whsle ..... | 6                       | 3 216           | 484                      | 104                             | 41  | 848                          | 470                                | 584                                |
| 4218                             | Machinery, equipment, & supplies                           |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                  | whsle .....  | 9                       | 14 918          | 2 053                    | 420                             | 75  | 3 391                        | 2 132                              | 2 189                              |
| 422                              | Wholesale trade, nondurable goods .....                    | 22                      | 181 825         | 17 989                   | 4 047                           | 765   | 34 602                       | 15 303                             | 15 610                             |
| 4223                             | Apparel, piece goods, & notions whsle .....                | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42231                            | Piece goods, notions, & other dry goods whsle .....        | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422310                           | Piece goods, notions, & other dry goods whsle .....        | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4223102                          | Notions & other dry goods whsle .....                      | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224                             | Grocery & related products whsle .....                     | 7                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42249                            | Other grocery & related products whsle .....               | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422490                           | Other grocery & related products whsle .....               | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224903                          | Soft drinks whsle .....                                    | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227                             | Petroleum & petroleum products                             |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                  | whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271                            | Petroleum bulk stations & terminals .....                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422710                           | Petroleum bulk stations & terminals .....                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227101                          | Petroleum bulk stations & terminals (except LP) .....      | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271011                         | Petroleum bulk stations (except LP) .....                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4228                             | Beer, wine, & distilled alcoholic beverage whsle .....     | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42281                            | Beer & ale whsle .....                                     | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422810                           | Beer & ale whsle .....                                     | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

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|-------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>DANVILLE, VA (IC)—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|                               | <b>Merchant wholesalers</b> .....                          | <b>49</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                           | Wholesale trade, durable goods .....                       | 31                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                          | Motor vehicle & motor vehicle parts & supplies whsle ..... | 6                       | 3 216           | 484                      | 104                             | 41  | 848                          | 470  | 584  |
| 4218                          | Machinery, equipment, & supplies whsle .....               | 9                       | 14 918          | 2 053                    | 420                             | 75  | 3 391                        | 2 132  | 2 189  |
| 422                           | Wholesale trade, nondurable goods .....                    | 18                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4223                          | Apparel, piece goods, & notions whsle .....                | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42231                         | Piece goods, notions, & other dry goods whsle .....        | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422310                        | Piece goods, notions, & other dry goods whsle .....        | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4223102                       | Notions & other dry goods whsle .....                      | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                          | Grocery & related products whsle .....                     | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                          | Petroleum & petroleum products whsle .....                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                         | Petroleum bulk stations & terminals .....                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                        | Petroleum bulk stations & terminals .....                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                               | <b>Manufacturers' sales branches and sales offices</b> ..  | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                           | Wholesale trade, nondurable goods .....                    | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                          | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                         | Other grocery & related products whsle .....               | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490                        | Other grocery & related products whsle .....               | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                               | <b>Agents, brokers, and commission merchants</b> .....     | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                           | Wholesale trade, nondurable goods .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>EMPORIA, VA (IC)</b>       |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                     | <b>Wholesale trade</b> .....                               | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                           | Wholesale trade, durable goods .....                       | 6                       | 6 179           | 586                      | 142                             | 33  | 1 209                        | 1 392  | 1 468  |
| 422                           | Wholesale trade, nondurable goods .....                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                          | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                         | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                        | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                       | Petroleum bulk stations & terminals (except LP) .....      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011                      | Petroleum bulk stations (except LP) .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                               | <b>Merchant wholesalers</b> .....                          | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                           | Wholesale trade, durable goods .....                       | 6                       | 6 179           | 586                      | 142                             | 33  | 1 209                        | 1 392  | 1 468  |
| 422                           | Wholesale trade, nondurable goods .....                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                          | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                         | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                        | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                       | Petroleum bulk stations & terminals (except LP) .....      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011                      | Petroleum bulk stations (except LP) .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|-------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>FAIRFAX, VA (IC)</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>               | <b>Wholesale trade . . . . .</b>                                    | <b>48</b>               | <b>515 195</b>  | <b>22 316</b>            | <b>5 136</b>                    | <b>519</b>  | <b>42 676</b>                | <b>15 811</b>                      | <b>15 669</b>                      |
| 421                     | Wholesale trade, durable goods . . . . .                            | 38                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4211                    | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42112                   | Motor vehicle supplies & new parts whsle . . . . .                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421120                  | Motor vehicle supplies & new parts whsle . . . . .                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                    | Professional & commercial equipment & supplies whsle . . . . .      | 17                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42141                   | Photographic equipment & supplies whsle . . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421410                  | Photographic equipment & supplies whsle . . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42143                   | Computer & computer peripheral equipment & software whsle . . . . . | 13                      | 46 610          | 8 681                    | 2 004                           | 226   | 14 708                       | 3 270                              | 3 064                              |
| 421430                  | Computer & computer peripheral equipment & software whsle . . . . . | 13                      | 46 610          | 8 681                    | 2 004                           | 226   | 14 708                       | 3 270                              | 3 064                              |
| 4214301                 | Computer & peripheral equipment whsle . . . . .                     | 10                      | 40 181          | 6 901                    | 1 585                           | 197   | 11 331                       | 3 270                              | 3 064                              |
| 42143012                | Computers & peripheral equipment for end use . . . . .              | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4217                    | Hardware, & plumbing & heating equipment & supplies whsle . . . . . | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                    | Miscellaneous durable goods whsle . . . . .                         | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                     | Wholesale trade, nondurable goods . . . . .                         | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4221                    | Paper & paper product whsle . . . . .                               | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42212                   | Stationery & office supplies whsle . . . . .                        | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422120                  | Stationery & office supplies whsle . . . . .                        | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227                    | Petroleum & petroleum products whsle . . . . .                      | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271                   | Petroleum bulk stations & terminals . . . . .                       | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422710                  | Petroleum bulk stations & terminals . . . . .                       | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227101                 | Petroleum bulk stations & terminals (except LP) . . . . .           | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271012                | Petroleum bulk terminals (except LP) . . . . .                      | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                         | <b>Merchant wholesalers . . . . .</b>                               | <b>35</b>               | <b>114 192</b>  | <b>16 736</b>            | <b>3 797</b>                    | <b>418</b>  | <b>27 913</b>                | <b>9 676</b>                       | <b>10 275</b>                      |
| 421                     | Wholesale trade, durable goods . . . . .                            | 32                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4211                    | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42112                   | Motor vehicle supplies & new parts whsle . . . . .                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421120                  | Motor vehicle supplies & new parts whsle . . . . .                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                    | Professional & commercial equipment & supplies whsle . . . . .      | 15                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42143                   | Computer & computer peripheral equipment & software whsle . . . . . | 13                      | 46 610          | 8 681                    | 2 004                           | 226   | 14 708                       | 3 270                              | 3 064                              |
| 421430                  | Computer & computer peripheral equipment & software whsle . . . . . | 13                      | 46 610          | 8 681                    | 2 004                           | 226   | 14 708                       | 3 270                              | 3 064                              |
| 4214301                 | Computer & peripheral equipment whsle . . . . .                     | 10                      | 40 181          | 6 901                    | 1 585                           | 197   | 11 331                       | 3 270                              | 3 064                              |
| 42143012                | Computers & peripheral equipment for end use . . . . .              | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4217                    | Hardware, & plumbing & heating equipment & supplies whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                    | Miscellaneous durable goods whsle . . . . .                         | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                     | Wholesale trade, nondurable goods . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227                    | Petroleum & petroleum products whsle . . . . .                      | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|                         | <b>Manufacturers' sales branches and sales offices . . . . .</b>    | <b>7</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                     | Wholesale trade, nondurable goods . . . . .                         | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227                    | Petroleum & petroleum products whsle . . . . .                      | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271                   | Petroleum bulk stations & terminals . . . . .                       | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422710                  | Petroleum bulk stations & terminals . . . . .                       | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227101                 | Petroleum bulk stations & terminals (except LP) . . . . .           | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                         | <b>Agents, brokers, and commission merchants . . . . .</b>          | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                     | Wholesale trade, durable goods . . . . .                            | 5                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |



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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                     | Geographic area, type of operation, and kind of business          | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>FALLS CHURCH, VA (IC)</b>   |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                                      | <b>22</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                              | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                           | Electrical goods whsle .....                                      | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42169                          | Other electronic parts & equipment whsle .....                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421690                         | Other electronic parts & equipment whsle .....                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4216902                        | Electronic parts (excluding communications equipment) whsle ..... | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                | <b>Merchant wholesalers .....</b>                                 | <b>20</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                              | 15                      | 8 878           | 2 404                    | 495                             | 78  | 4 167                        | 922  | 890  |
|                                | <b>Agents, brokers, and commission merchants .....</b>            | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4216                           | Electrical goods whsle .....                                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42169                          | Other electronic parts & equipment whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421690                         | Other electronic parts & equipment whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>FRANKLIN, VA (IC)</b>       |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                                      | <b>7</b>                | <b>48 904</b>   | <b>2 280</b>             | <b>546</b>                      | <b>121</b>  | <b>4 514</b>                 | <b>347</b>                                     | <b>388</b>                                     |
| 421                            | Wholesale trade, durable goods .....                              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle .....                      | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods .....                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                           | Grocery & related products whsle .....                            | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42245                          | Confectionery whsle .....   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422450                         | Confectionery whsle .....   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Merchant wholesalers .....</b>                                 | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                            | Wholesale trade, durable goods .....                              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle .....                      | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                | <b>Manufacturers' sales branches and sales offices .....</b>      | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                            | Wholesale trade, nondurable goods .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>FREDERICKSBURG, VA (IC)</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                                      | <b>53</b>               | <b>427 303</b>  | <b>23 318</b>            | <b>5 974</b>                    | <b>723</b>  | <b>47 254</b>                | <b>26 210</b>                                  | <b>27 385</b>                                  |
| 421                            | Wholesale trade, durable goods .....                              | 31                      | 119 009         | 10 877                   | 2 910                           | 326   | 19 880                       | 14 664   | 15 578   |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle .....        | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114                          | Motor vehicle parts, (used) whsle .....                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140                         | Motor vehicle parts, (used) whsle .....                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                           | Lumber & other construction materials whsle .....                 | 6                       | 27 110          | 2 323                    | 543                             | 66  | 4 239                        | 2 260  | 2 051  |
| 42131                          | Lumber, plywood, millwork, & wood panel whsle .....               | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310                         | Lumber, plywood, millwork, & wood panel whsle .....               | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle .....                      | 6                       | 63 350          | 5 473                    | 1 507                           | 136   | 10 307                       | 10 025   | 10 932   |
| 42183                          | Industrial machinery & equipment whsle .....                      | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421830                         | Industrial machinery & equipment whsle .....                      | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218303                        | General-purpose industrial machinery & equipment whsle .....      | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |

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|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>FREDERICKSBURG, VA (IC)—Con.</b>                              |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                      |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 22                      | 308 294         | 12 441                   | 3 064                           | 397   | 27 374                       | 11 546   | 11 807   |
| 4224       | Grocery & related products whsle . . . . .                       | 10                      | 183 118         | 7 308                    | 1 847                           | 229   | 14 794                       | 5 642  | 5 345  |
| 42249      | Other grocery & related products whsle . . . . .                 | 6                       | 179 140         | 6 924                    | 1 751                           | 211   | 13 643                       | 5 500  | 5 198  |
| 422490     | Other grocery & related products whsle . . . . .                 | 6                       | 179 140         | 6 924                    | 1 751                           | 211   | 13 643                       | 5 500  | 5 198  |
| 4224903    | Soft drinks whsle . . . . .                                      | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224906    | Other grocery specialties whsle . . . . .                        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .             | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .             | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229904    | Other nondurable goods whsle . . . . .                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                            | <b>35</b>               | <b>327 766</b>  | <b>16 923</b>            | <b>4 444</b>                    | <b>543</b>  | <b>35 471</b>                | <b>24 707</b>                                  | <b>25 732</b>                                  |
| 421        | Wholesale trade, durable goods . . . . .                         | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle . . . . .                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle . . . . .                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle . . . . .            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                 | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle . . . . .                 | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421830     | Industrial machinery & equipment whsle . . . . .                 | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . . | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224906    | Other grocery specialties whsle . . . . .                        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .             | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .             | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229904    | Other nondurable goods whsle . . . . .                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                       | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                 | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                 | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                         | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code              | Geographic area, type of operation, and kind of business    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|-------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>GALAX, VA (IC)</b>   |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                      | Wholesale trade .....                                       | 6                       | 5 977           | 1 013                    | 246                             | 42  | 2 010                        | 595  | 531  |
|                         | Merchant wholesalers .....                                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                         | Manufacturers' sales branches and sales offices ..          | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                         | Agents, brokers, and commission merchants .....             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>HAMPTON, VA (IC)</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 42                      | Wholesale trade .....                                       | 94                      | 370 693         | 31 325                   | 7 540                           | 1 073   | 57 158                       | 26 937   | 28 894   |
| 421                     | Wholesale trade, durable goods .....                        | 65                      | 279 315         | 20 688                   | 5 393                           | 655   | 37 629                       | 22 137   | 24 162   |
| 4211                    | Motor vehicle & motor vehicle parts & supplies whsle .....  | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42112                   | Motor vehicle supplies & new parts whsle .....              | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421120                  | Motor vehicle supplies & new parts whsle .....              | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211201                 | Motor vehicle supplies & new parts—warehouse distributors . | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                    | Lumber & other construction materials whsle .....           | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42131                   | Lumber, plywood, millwork, & wood panel whsle .....         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310                  | Lumber, plywood, millwork, & wood panel whsle .....         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213102                 | Lumber with yard whsle .....                                | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                    | Professional & commercial equipment & supplies whsle .....  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216                    | Electrical goods whsle .....                                | 10                      | 35 293          | 3 303                    | 1 038                           | 104   | 5 595                        | 2 203  | 2 162  |
| 42169                   | Other electronic parts & equipment whsle .....              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690                  | Other electronic parts & equipment whsle .....              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                    | Machinery, equipment, & supplies whsle .....                | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183                   | Industrial machinery & equipment whsle .....                | 4                       | 43 993          | 2 831                    | 601                             | 66  | 4 328                        | 1 658  | 1 773  |
| 421830                  | Industrial machinery & equipment whsle .....                | 4                       | 43 993          | 2 831                    | 601                             | 66  | 4 328                        | 1 658  | 1 773  |
| 4218305                 | Materials handling equipment whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42184                   | Industrial supplies whsle .....                             | 8                       | 18 678          | 1 818                    | 420                             | 66  | 3 483                        | 2 689  | 2 446  |
| 421840                  | Industrial supplies whsle .....                             | 8                       | 18 678          | 1 818                    | 420                             | 66  | 3 483                        | 2 689  | 2 446  |
| 4219                    | Miscellaneous durable goods whsle ...                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                     | Wholesale trade, nondurable goods .....                     | 29                      | 91 378          | 10 637                   | 2 147                           | 418   | 19 529                       | 4 800  | 4 732  |
| 4224                    | Grocery & related products whsle .....                      | 12                      | 49 562          | 4 926                    | 944                             | 230   | 9 963                        | 3 061  | 2 889  |
| 4228                    | Beer, wine, & distilled alcoholic beverage whsle .....      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42281                   | Beer & ale whsle .....                                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422810                  | Beer & ale whsle .....                                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                         | Merchant wholesalers .....                                  | 86                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 421                     | Wholesale trade, durable goods .....                        | 60                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211                    | Motor vehicle & motor vehicle parts & supplies whsle .....  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                    | Lumber & other construction materials whsle .....           | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42131                   | Lumber, plywood, millwork, & wood panel whsle .....         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310                  | Lumber, plywood, millwork, & wood panel whsle .....         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213102                 | Lumber with yard whsle .....                                | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                    | Professional & commercial equipment & supplies whsle .....  | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216                    | Electrical goods whsle .....                                | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                    | Machinery, equipment, & supplies whsle .....                | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183                   | Industrial machinery & equipment whsle .....                | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830                  | Industrial machinery & equipment whsle .....                | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218305                 | Materials handling equipment whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42184                   | Industrial supplies whsle .....                             | 8                       | 18 678          | 1 818                    | 420                             | 66  | 3 483                        | 2 689  | 2 446  |
| 421840                  | Industrial supplies whsle .....                             | 8                       | 18 678          | 1 818                    | 420                             | 66  | 3 483                        | 2 689  | 2 446  |
| 4219                    | Miscellaneous durable goods whsle ...                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                     | Wholesale trade, nondurable goods .....                     | 26                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                    | Grocery & related products whsle .....                      | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                   | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>HAMPTON, VA (IC)—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
|                              | <b>Manufacturers' sales branches and sales offices . . .</b>    | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods . . . . .                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle . . . . .  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                              | <b>Agents, brokers, and commission merchants . . . . .</b>      | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods . . . . .                        | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>HARRISONBURG, VA (IC)</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade . . . . .</b>                                | <b>62</b>               | <b>749 245</b>  | <b>25 549</b>            | <b>6 577</b>                    | <b>971</b>  | <b>88 814</b>                | <b>43 424</b>                                  | <b>40 641</b>                                  |
| 421                          | Wholesale trade, durable goods . . . . .                        | 42                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle . . . . .  | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                        | Automobile & other motor vehicle whsle . . . . .                | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110                       | Automobile & other motor vehicle whsle . . . . .                | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211104                      | Medium truck & tractor (14,001 lb to 26,000 lb) whsle . . . . . | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                         | Machinery, equipment, & supplies whsle . . . . .                | 16                      | 32 301          | 3 638                    | 847                             | 148   | 5 896                        | 6 497  | 8 264  |
| 42182                        | Farm & garden machinery & equipment whsle . . . . .             | 5                       | 12 675          | 2 036                    | 454                             | 66  | 2 868                        | 3 871  | 4 869  |
| 421820                       | Farm & garden machinery & equipment whsle . . . . .             | 5                       | 12 675          | 2 036                    | 454                             | 66  | 2 868                        | 3 871  | 4 869  |
| 4218201                      | Farm machinery & equipment—farm dealers . . . . .               | 5                       | 12 675          | 2 036                    | 454                             | 66  | 2 868                        | 3 871  | 4 869  |
| 42184                        | Industrial supplies whsle . . . . .                             | 5                       | 8 728           | 667                      | 170                             | 25  | 1 237                        | 726  | 1 148  |
| 421840                       | Industrial supplies whsle . . . . .                             | 5                       | 8 728           | 667                      | 170                             | 25  | 1 237                        | 726  | 1 148  |
| 4219                         | Miscellaneous durable goods whsle . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                        | Other miscellaneous durable goods whsle . . . . .               | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                       | Other miscellaneous durable goods whsle . . . . .               | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                          | Wholesale trade, nondurable goods . . . . .                     | 20                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4221                         | Paper & paper product whsle . . . . .                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                         | Grocery & related products whsle . . . . .                      | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42244                        | Poultry & poultry product whsle . . . . .                       | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422440                       | Poultry & poultry product whsle . . . . .                       | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224402                      | Poultry & poultry product (except live) whsle . . . . .         | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                         | Petroleum & petroleum products whsle . . . . .                  | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| 42271                        | Petroleum bulk stations & terminals . . . . .                   | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| 422710                       | Petroleum bulk stations & terminals . . . . .                   | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| 4227101                      | Petroleum bulk stations & terminals (except LP) . . . . .       | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| 42271011                     | Petroleum bulk stations (except LP) . . . . .                   | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| 4229                         | Miscellaneous nondurable goods whsle . . . . .                  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42291                        | Farm supplies whsle . . . . .                                   | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422910                       | Farm supplies whsle . . . . .                                   | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229102                      | Farm supplies—whsle distributors . . . . .                      | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                              | <b>Merchant wholesalers . . . . .</b>                           | <b>56</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods . . . . .                        | 38                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle . . . . .  | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                        | Automobile & other motor vehicle whsle . . . . .                | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110                       | Automobile & other motor vehicle whsle . . . . .                | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                         | Machinery, equipment, & supplies whsle . . . . .                | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42182                        | Farm & garden machinery & equipment whsle . . . . .             | 5                       | 12 675          | 2 036                    | 454                             | 66  | 2 868                        | 3 871  | 4 869  |
| 421820                       | Farm & garden machinery & equipment whsle . . . . .             | 5                       | 12 675          | 2 036                    | 454                             | 66  | 2 868                        | 3 871  | 4 869  |
| 4218201                      | Farm machinery & equipment—farm dealers . . . . .               | 5                       | 12 675          | 2 036                    | 454                             | 66  | 2 868                        | 3 871  | 4 869  |
| 4219                         | Miscellaneous durable goods whsle . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                        | Other miscellaneous durable goods whsle . . . . .               | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                       | Other miscellaneous durable goods whsle . . . . .               | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code   | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>HARRISONBURG, VA (IC)—Con.</b>                                |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                                 |  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . . .              | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . . .               | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42244  | Poultry & poultry product whsle . . . . .                | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422440   | Poultry & poultry product whsle . . . . .                | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224402  | Poultry & poultry product (except live) whsle . . . . .  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .           | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| 42271  | Petroleum bulk stations & terminals . . . . .            | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| 422710   | Petroleum bulk stations & terminals . . . . .            | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| <b>Manufacturers' sales branches and sales offices . . . . .</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . . .              | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .           | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42291  | Farm supplies whsle . . . . .                            | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422910   | Farm supplies whsle . . . . .                            | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b>       |  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . . .              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>HOPEWELL, VA (IC)</b>   |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                         | <b>18</b>               | <b>92 687</b>   | <b>9 500</b>             | <b>2 348</b>                    | <b>268</b>  | <b>19 468</b>                | <b>10 985</b>                                  | <b>12 717</b>                                  |
| 421  | Wholesale trade, durable goods . . . . .                 | 10                      | 10 301          | 1 579                    | 412                             | 72  | 3 966                        | 844  | 1 613  |
| 4219   | Miscellaneous durable goods whsle . . . . .              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .              | 8                       | 82 386          | 7 921                    | 1 936                           | 196   | 15 502                       | 10 141   | 11 104   |
| 4226   | Chemical & allied products whsle . . . . .               | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle . . . . .         | 4                       | 56 170          | 6 225                    | 1 531                           | 142   | 11 623                       | 7 162  | 8 021  |
| 422690   | Other chemical & allied products whsle . . . . .         | 4                       | 56 170          | 6 225                    | 1 531                           | 142   | 11 623                       | 7 162  | 8 021  |
| 4226901  | Industrial gases (except LP) whsle . . . . .             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902  | Other chemical & allied products whsle . . . . .         | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .           | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals . . . . .            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals . . . . .            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Merchant wholesalers . . . . .</b>                            |  |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods . . . . .                 | 10                      | 10 301          | 1 579                    | 412                             | 72  | 3 966                        | 844  | 1 613  |
| 4219   | Miscellaneous durable goods whsle . . . . .              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . . .               | 3                       | 12 678          | 2 135                    | 530                             | 45  | 3 740                        | 1 720  | 1 755  |
| 4227   | Petroleum & petroleum products whsle . . . . .           | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . . . . .</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . . .              | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . . .               | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle . . . . .         | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle . . . . .         | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| <b>LEXINGTON, VA (IC)</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                         | <b>5</b>                | <b>16 904</b>   | <b>1 354</b>             | <b>321</b>                      | <b>27</b>   | <b>3 430</b>                 | <b>1 521</b>                                   | <b>1 939</b>                                   |
| 421  | Wholesale trade, durable goods . . . . .                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .              | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Merchant wholesalers . . . . .</b>                            |  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . . .              | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . . . . .</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . . .              | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code                | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>LYNCHBURG, VA (IC)</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                 | <b>Wholesale trade .....</b>  | <b>100</b>              | <b>504 599</b>  | <b>43 831</b>            | <b>9 395</b>                    | <b>1 292</b>  | <b>86 263</b>                | <b>34 359</b>                                  | <b>35 184</b>                                  |
| 421                       | Wholesale trade, durable goods .....                                    | 62                      | 163 075         | 17 204                   | 4 093                           | 622   | 31 323                       | 20 132   | 20 691   |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle .....              | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                      | Lumber & other construction materials whsle .....                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                      | Electrical goods whsle .....  | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42161                     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421610                    | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169                     | Other electronic parts & equipment whsle .....                          | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690                    | Other electronic parts & equipment whsle .....                          | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216902                   | Electronic parts (excluding communications equipment) whsle .....       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                      | Hardware, & plumbing & heating equipment & supplies whsle .....         | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                      | Machinery, equipment, & supplies whsle .....                            | 15                      | 31 704          | 4 685                    | 1 049                           | 131   | 7 803                        | 4 700  | 5 159  |
| 42183                     | Industrial machinery & equipment whsle .....                            | 5                       | 11 695          | 1 744                    | 450                             | 49  | 2 466                        | 1 119  | 828  |
| 421830                    | Industrial machinery & equipment whsle .....                            | 5                       | 11 695          | 1 744                    | 450                             | 49  | 2 466                        | 1 119  | 828  |
| 42184                     | Industrial supplies whsle .....   | 7                       | 16 412          | 2 190                    | 436                             | 57  | 4 001                        | 2 397  | 3 030  |
| 421840                    | Industrial supplies whsle .....   | 7                       | 16 412          | 2 190                    | 436                             | 57  | 4 001                        | 2 397  | 3 030  |
| 4219                      | Miscellaneous durable goods whsle ...                                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193                     | Recyclable material whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421930                    | Recyclable material whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                                 | 38                      | 341 524         | 26 627                   | 5 302                           | 670   | 54 940                       | 14 227   | 14 493   |
| 4221                      | Paper & paper product whsle .....                                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223                      | Apparel, piece goods, & notions whsle .                                 | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42234                     | Footwear whsle .....  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422340                    | Footwear whsle .....  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                      | Grocery & related products whsle .....                                  | 10                      | 29 181          | 3 257                    | 699                             | 121   | 6 495                        | 1 035  | 1 093  |
| 42249                     | Other grocery & related products whsle .....                            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                    | Other grocery & related products whsle .....                            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225                      | Farm-product raw material whsle .....                                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                      | Petroleum & petroleum products whsle .....                              | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 42271                     | Petroleum bulk stations & terminals .                                   | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 422710                    | Petroleum bulk stations & terminals .....                               | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 4227101                   | Petroleum bulk stations & terminals (except LP) .....                   | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 42271011                  | Petroleum bulk stations (except LP) .....                               | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 4228                      | Beer, wine, & distilled alcoholic beverage whsle .....                  | 3                       | 32 537          | 4 038                    | 905                             | 125   | 6 374                        | 1 758  | 1 691  |
| 42281                     | Beer & ale whsle .....  | 3                       | 32 537          | 4 038                    | 905                             | 125   | 6 374                        | 1 758  | 1 691  |
| 422810                    | Beer & ale whsle .....  | 3                       | 32 537          | 4 038                    | 905                             | 125   | 6 374                        | 1 758  | 1 691  |
| 4229                      | Miscellaneous nondurable goods whsle .....                              | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42299                     | Other miscellaneous nondurable goods whsle .....                        | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422990                    | Other miscellaneous nondurable goods whsle .....                        | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                           | <b>Merchant wholesalers .....</b>                                       | <b>81</b>               | <b>298 093</b>  | <b>29 995</b>            | <b>6 831</b>                    | <b>1 074</b>  | <b>62 618</b>                | <b>27 343</b>                                  | <b>28 561</b>                                  |
| 421                       | Wholesale trade, durable goods .....                                    | 51                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle .....              | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                      | Lumber & other construction materials whsle .....                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                      | Electrical goods whsle .....  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                      | Hardware, & plumbing & heating equipment & supplies whsle .....         | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                      | Machinery, equipment, & supplies whsle .....                            | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42184                     | Industrial supplies whsle .....   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840                    | Industrial supplies whsle .....   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                      | Miscellaneous durable goods whsle ...                                   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193                     | Recyclable material whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421930                    | Recyclable material whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code   | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>LYNCHBURG, VA (IC)—Con.</b>                                   |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                                 |   |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                                   | 30                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4221   | Paper & paper product whsle . . . . .                                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . .                                    | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249  | Other grocery & related products whsle . . . . .                            | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle . . . . .                            | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                              | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 42271  | Petroleum bulk stations & terminals . . . . .                               | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 422710   | Petroleum bulk stations & terminals . . . . .                               | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . .                   | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                               | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                              | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . . . . .</b> |   |                         |                 |                          |                                 |   |                              |  |  |
|  |   | <b>9</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>Agents, brokers, and commission merchants . . . . .</b>       |   |                         |                 |                          |                                 |   |                              |  |  |
|  |   | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216   | Electrical goods whsle . . . . .  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169  | Other electronic parts & equipment whsle . . . . .                          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690   | Other electronic parts & equipment whsle . . . . .                          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . .                                   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle . . . . .                             | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42234  | Footwear whsle . . . . .  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422340   | Footwear whsle . . . . .  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225   | Farm-product raw material whsle . . . . .                                   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>MANASSAS, VA (IC)</b>   |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>  | <b>59</b>               | <b>626 342</b>  | <b>41 032</b>            | <b>9 309</b>                    | <b>1 008</b>  | <b>66 846</b>                | <b>35 701</b>                                  | <b>46 953</b>                                  |
| 421  | Wholesale trade, durable goods . . . . .                                    | 48                      | 241 396         | 17 551                   | 4 059                           | 453   | 32 737                       | 21 369   | 18 597   |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whsle . . . . .                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42131  | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310   | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214   | Professional & commercial equipment & supplies whsle . . . . .              | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143  | Computer & computer peripheral equipment & software whsle . . . . .         | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 421430   | Computer & computer peripheral equipment & software whsle . . . . .         | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 4214301  | Computer & peripheral equipment whsle . . . . .                             | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 4216   | Electrical goods whsle . . . . .  | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42161  | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421610   | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169  | Other electronic parts & equipment whsle . . . . .                          | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690   | Other electronic parts & equipment whsle . . . . .                          | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216902  | Electronic parts (excluding communications equipment) whsle . . . . .       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                            | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186  | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421860   | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>MANASSAS, VA (IC)—Con.</b>                                     |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                       |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods .....                           | 11                      | 384 946         | 23 481                   | 5 250                           | 555   | 34 109                       | 14 332   | 28 356   |
| 4224       | Grocery & related products whsle .....                            | 4                       | 357 625         | 20 957                   | 4 649                           | 498   | 29 583                       | 13 450   | 27 444   |
| 42242      | Packaged frozen food whsle .....                                  | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422420     | Packaged frozen food whsle .....                                  | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224902    | Bread & baked goods whsle .....                                   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle .....                        | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals .....                         | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals .....                         | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>Merchant wholesalers .....</b>                                 | <b>52</b>               | <b>524 671</b>  | <b>38 084</b>            | <b>8 566</b>                    | <b>933</b>  | <b>60 923</b>                | <b>34 015</b>                                  | <b>45 653</b>                                  |
| 421        | Wholesale trade, durable goods .....                              | 44                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....        | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....        | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle .....   | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 421430     | Computer & computer peripheral equipment & software whsle .....   | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 4214301    | Computer & peripheral equipment whsle .....                       | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 42143012   | Computers & peripheral equipment for end use .....                | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 4216       | Electrical goods whsle .....                                      | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle .....                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle .....                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216902    | Electronic parts (excluding communications equipment) whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle .....                      | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                           | 8                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224       | Grocery & related products whsle .....                            | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42242      | Packaged frozen food whsle .....                                  | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422420     | Packaged frozen food whsle .....                                  | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle .....                        | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices ..</b>         | <b>4</b>                | <b>96 776</b>   | <b>2 744</b>             | <b>696</b>                      | <b>68</b>   | <b>5 535</b>                 | <b>1 686</b>                                   | <b>1 300</b>                                   |
| 421        | Wholesale trade, durable goods .....                              | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224       | Grocery & related products whsle .....                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224902    | Bread & baked goods whsle .....                                   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Agents, brokers, and commission merchants .....</b>            | <b>3</b>                | <b>4 895</b>    | <b>204</b>               | <b>47</b>                       | <b>7</b>  | <b>388</b>                   | <b>-</b>                                       | <b>-</b>                                       |
|            | <b>MANASSAS PARK, VA (IC)</b>                                     |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade .....</b>                                      | <b>13</b>               | <b>36 680</b>   | <b>6 370</b>             | <b>1 124</b>                    | <b>180</b>  | <b>13 502</b>                | <b>8 983</b>                                   | <b>8 417</b>                                   |
| 421        | Wholesale trade, durable goods .....                              | 13                      | 36 680          | 6 370                    | 1 124                           | 180   | 13 502                       | 8 983  | 8 417  |
| 4218       | Machinery, equipment, & supplies whsle .....                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers .....</b>                                 | <b>12</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods .....                              | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle .....                      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices ..</b>         | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |



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|------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>MARTINSVILLE, VA (IC)</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                    | <b>Wholesale trade .....</b>   | <b>23</b>               | <b>143 675</b>  | <b>6 858</b>             | <b>1 812</b>                    | <b>202</b>  | <b>13 348</b>                | <b>4 731</b>                       | <b>4 318</b>                       |
| 421                          | Wholesale trade, durable goods .....   | 17                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                         | Machinery, equipment, & supplies<br>whsle .....                              | 3                       | 9 873           | 752                      | 154                             | 24  | 1 473                        | 1 761                              | 1 869                              |
| 422                          | Wholesale trade, nondurable goods .....                                      | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4223                         | Apparel, piece goods, & notions whsle ..                                     | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42232                        | Men's & boys' clothing & furnishings<br>whsle .....                          | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422320                       | Men's & boys' clothing &<br>furnishings whsle .....                          | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224                         | Grocery & related products whsle .....                                       | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42249                        | Other grocery & related products<br>whsle .....                              | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422490                       | Other grocery & related products<br>whsle .....                              | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224903                      | Soft drinks whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                              | <b>Merchant wholesalers .....</b>  | <b>20</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                          | Wholesale trade, durable goods .....   | 16                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                         | Machinery, equipment, & supplies<br>whsle .....                              | 3                       | 9 873           | 752                      | 154                             | 24  | 1 473                        | 1 761                              | 1 869                              |
| 422                          | Wholesale trade, nondurable goods .....                                      | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                              | <b>Manufacturers' sales<br/>branches and sales offices ..</b>                | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                          | Wholesale trade, nondurable goods .....                                      | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4223                         | Apparel, piece goods, & notions whsle ..                                     | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                              | <b>Agents, brokers, and<br/>commission merchants .....</b>                   | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>NEWPORT NEWS, VA (IC)</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                    | <b>Wholesale trade .....</b>   | <b>132</b>              | <b>604 183</b>  | <b>50 264</b>            | <b>11 126</b>                   | <b>1 634</b>  | <b>99 324</b>                | <b>76 612</b>                      | <b>73 077</b>                      |
| 421                          | Wholesale trade, durable goods .....   | 99                      | 430 931         | 38 495                   | 8 294                           | 1 141   | 74 726                       | 64 732                             | 57 457                             |
| 4211                         | Motor vehicle & motor vehicle parts &<br>supplies whsle .....                | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212                         | Furniture & home furnishings whsle ...                                       | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42121                        | Furniture whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421210                       | Furniture whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42122                        | Home furnishings whsle .....   | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421220                       | Home furnishings whsle .....   | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4212202                      | Linens, domestics, draperies, &<br>curtains whsle .....                      | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4214                         | Professional & commercial equipment<br>& supplies whsle .....                | 20                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42142                        | Office equipment whsle .....   | 7                       | 14 459          | 3 336                    | 663                             | 112   | 4 853                        | 1 536                              | 1 518                              |
| 421420                       | Office equipment whsle .....   | 7                       | 14 459          | 3 336                    | 663                             | 112   | 4 853                        | 1 536                              | 1 518                              |
| 42143                        | Computer & computer peripheral<br>equipment & software whsle .....           | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421430                       | Computer & computer peripheral<br>equipment & software whsle .....           | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214301                      | Computer & peripheral<br>equipment whsle .....                               | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42143012                     | Computers & peripheral<br>equipment for end use .....                        | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217                         | Hardware, & plumbing & heating<br>equipment & supplies whsle .....           | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42171                        | Hardware whsle .....   | 6                       | 17 313          | 1 497                    | 328                             | 50  | 3 498                        | 2 292                              | 1 917                              |
| 421710                       | Hardware whsle .....   | 6                       | 17 313          | 1 497                    | 328                             | 50  | 3 498                        | 2 292                              | 1 917                              |
| 42172                        | Plumbing & heating equipment &<br>supplies (hydronics) whsle .....           | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421720                       | Plumbing & heating equipment &<br>supplies (hydronics) whsle .....           | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                         | Machinery, equipment, & supplies<br>whsle .....                              | 27                      | 135 667         | 10 707                   | 2 396                           | 309   | 23 014                       | 26 100                             | 26 043                             |
| 42181                        | Construction & mining (except<br>petroleum) machinery & equip<br>whsle ..... | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421810                       | Construction & mining (except<br>petroleum) machinery & equip<br>whsle ..... | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42182                        | Farm & garden machinery &<br>equipment whsle .....                           | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421820                       | Farm & garden machinery &<br>equipment whsle .....                           | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183                        | Industrial machinery & equipment<br>whsle .....                              | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421830                       | Industrial machinery & equipment<br>whsle .....                              | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42184                        | Industrial supplies whsle .....  | 5                       | 18 900          | 2 360                    | 485                             | 49  | 4 241                        | 2 656                              | 2 867                              |
| 421840                       | Industrial supplies whsle .....  | 5                       | 18 900          | 2 360                    | 485                             | 49  | 4 241                        | 2 656                              | 2 867                              |
| 4219                         | Miscellaneous durable goods whsle ...  | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                        | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|-----------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>NEWPORT NEWS, VA (IC)—Con.</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                         | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422                               | Wholesale trade, nondurable goods . . . . .                                | 33                      | 173 252         | 11 769                   | 2 832                           | 493   | 24 598                       | 11 880                             | 15 620                             |
| 4221                              | Paper & paper product whsle . . . . .                                      | 6                       | 12 157          | 1 214                    | 350                             | 65  | 2 142                        | 507                                | 526                                |
| 4224                              | Grocery & related products whsle . . . . .                                 | 11                      | 87 674          | 4 538                    | 1 092                           | 187   | 10 935                       | 6 660                              | 7 662                              |
| 4227                              | Petroleum & petroleum products whsle . . . . .                             | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271                             | Petroleum bulk stations & terminals . . . . .                              | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422710                            | Petroleum bulk stations & terminals . . . . .                              | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227101                           | Petroleum bulk stations & terminals (except LP) . . . . .                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4228                              | Beer, wine, & distilled alcoholic beverage whsle . . . . .                 | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42281                             | Beer & ale whsle . . . . .   | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422810                            | Beer & ale whsle . . . . .   | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|                                   | <b>Merchant wholesalers . . . . .</b>                                      | <b>113</b>              | <b>482 928</b>  | <b>39 480</b>            | <b>8 551</b>                    | <b>1 461</b>  | <b>84 429</b>                | <b>69 774</b>                      | <b>63 564</b>                      |
| 421                               | Wholesale trade, durable goods . . . . .                                   | 83                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4211                              | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212                              | Furniture & home furnishings whsle . . . . .                               | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42122                             | Home furnishings whsle . . . . .   | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421220                            | Home furnishings whsle . . . . .   | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4212202                           | Linens, domestics, draperies, & curtains whsle . . . . .                   | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4214                              | Professional & commercial equipment & supplies whsle . . . . .             | 17                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42142                             | Office equipment whsle . . . . .   | 7                       | 14 459          | 3 336                    | 663                             | 112   | 4 853                        | 1 536                              | 1 518                              |
| 421420                            | Office equipment whsle . . . . .   | 7                       | 14 459          | 3 336                    | 663                             | 112   | 4 853                        | 1 536                              | 1 518                              |
| 4217                              | Hardware, & plumbing & heating equipment & supplies whsle . . . . .        | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42171                             | Hardware whsle . . . . .   | 6                       | 17 313          | 1 497                    | 328                             | 50  | 3 498                        | 2 292                              | 1 917                              |
| 421710                            | Hardware whsle . . . . .   | 6                       | 17 313          | 1 497                    | 328                             | 50  | 3 498                        | 2 292                              | 1 917                              |
| 42172                             | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .        | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421720                            | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .        | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                              | Machinery, equipment, & supplies whsle . . . . .                           | 22                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42181                             | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421810                            | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42182                             | Farm & garden machinery & equipment whsle . . . . .                        | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421820                            | Farm & garden machinery & equipment whsle . . . . .                        | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183                             | Industrial machinery & equipment whsle . . . . .                           | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421830                            | Industrial machinery & equipment whsle . . . . .                           | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42184                             | Industrial supplies whsle . . . . .  | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421840                            | Industrial supplies whsle . . . . .  | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                              | Miscellaneous durable goods whsle . . . . .                                | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                               | Wholesale trade, nondurable goods . . . . .                                | 30                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4221                              | Paper & paper product whsle . . . . .                                      | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224                              | Grocery & related products whsle . . . . .                                 | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|                                   | <b>Manufacturers' sales branches and sales offices . . . . .</b>           | <b>9</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                               | Wholesale trade, durable goods . . . . .                                   | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                              | Professional & commercial equipment & supplies whsle . . . . .             | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                              | Machinery, equipment, & supplies whsle . . . . .                           | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                               | Wholesale trade, nondurable goods . . . . .                                | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|                                   | <b>Agents, brokers, and commission merchants . . . . .</b>                 | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                               | Wholesale trade, durable goods . . . . .                                   | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

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| NAICS code              | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|-------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK, VA (IC)</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>               | <b>Wholesale trade .....</b>  | <b>324</b>              | <b>2 914 637</b> | <b>183 929</b>           | <b>44 836</b>                   | <b>5 845</b>  | <b>361 888</b>               | <b>207 055</b>                                 | <b>206 389</b>                                 |
| 421                     | Wholesale trade, durable goods .....                                    | 206                     | 757 323          | 92 472                   | 23 885                          | 2 837   | 165 623                      | 104 429  | 105 846  |
| 4211                    | Motor vehicle & motor vehicle parts & supplies whsle .....              | 26                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42111                   | Automobile & other motor vehicle whsle .....                            | 9                       | 31 756           | 1 855                    | 364                             | 68  | 3 505                        | 3 251  | 3 395  |
| 421110                  | Automobile & other motor vehicle whsle .....                            | 9                       | 31 756           | 1 855                    | 364                             | 68  | 3 505                        | 3 251  | 3 395  |
| 4211104                 | Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....             | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42112                   | Motor vehicle supplies & new parts whsle .....                          | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421120                  | Motor vehicle supplies & new parts whsle .....                          | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114                   | Motor vehicle parts, (used) whsle ...                                   | 4                       | 2 621            | 724                      | 189                             | 34  | 1 699                        | 746  | 779  |
| 421140                  | Motor vehicle parts, (used) whsle .                                     | 4                       | 2 621            | 724                      | 189                             | 34  | 1 699                        | 746  | 779  |
| 4212                    | Furniture & home furnishings whsle ...                                  | 13                      | 28 098           | 3 990                    | 903                             | 122   | 6 440                        | 3 396  | 3 550  |
| 42121                   | Furniture whsle .....   | 7                       | 16 351           | 1 756                    | 408                             | 42  | 2 394                        | 1 731  | 1 802  |
| 421210                  | Furniture whsle .....   | 7                       | 16 351           | 1 756                    | 408                             | 42  | 2 394                        | 1 731  | 1 802  |
| 42122                   | Home furnishings whsle .....  | 6                       | 11 747           | 2 234                    | 495                             | 80  | 4 046                        | 1 665  | 1 748  |
| 421220                  | Home furnishings whsle .....  | 6                       | 11 747           | 2 234                    | 495                             | 80  | 4 046                        | 1 665  | 1 748  |
| 4213                    | Lumber & other construction materials whsle .....                       | 12                      | 46 141           | 6 215                    | 1 700                           | 224   | 11 579                       | 8 577  | 8 122  |
| 42132                   | Brick, stone, & related construction materials whsle .....              | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421320                  | Brick, stone, & related construction materials whsle .....              | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4213202                 | Sand, gravel, & stone whsle ....  | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214                    | Professional & commercial equipment & supplies whsle .....              | 36                      | 188 577          | 25 102                   | 7 237                           | 611   | 43 098                       | 15 965   | 15 362   |
| 42142                   | Office equipment whsle .....  | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421420                  | Office equipment whsle .....  | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42143                   | Computer & computer peripheral equipment & software whsle .....         | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421430                  | Computer & computer peripheral equipment & software whsle .....         | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4214301                 | Computer & peripheral equipment whsle .....                             | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42143012                | Computers & peripheral equipment for end use .....                      | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42145                   | Medical, dental, & hospital equipment & supplies whsle .....            | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421450                  | Medical, dental, & hospital equipment & supplies whsle .....            | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214501                 | Surgical, medical, & hospital supplies whsle .....                      | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42146                   | Ophthalmic goods whsle .....  | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421460                  | Ophthalmic goods whsle .....  | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4216                    | Electrical goods whsle .....  | 26                      | 117 864          | 11 924                   | 3 713                           | 370   | 19 875                       | 21 599   | 21 891   |
| 42161                   | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 14                      | 84 034           | 7 040                    | 1 709                           | 222   | 12 277                       | 18 907   | 19 347   |
| 421610                  | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 14                      | 84 034           | 7 040                    | 1 709                           | 222   | 12 277                       | 18 907   | 19 347   |
| 42169                   | Other electronic parts & equipment whsle .....                          | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421690                  | Other electronic parts & equipment whsle .....                          | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216901                 | Communications equipment & supplies whsle .....                         | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4217                    | Hardware, & plumbing & heating equipment & supplies whsle .....         | 22                      | 92 686           | 7 280                    | 1 790                           | 289   | 14 319                       | 12 472   | 12 178   |
| 42171                   | Hardware whsle .....  | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421710                  | Hardware whsle .....  | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42172                   | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421720                  | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42173                   | Warm air heating & air-conditioning equipment & supplies whsle .....    | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421730                  | Warm air heating & air-conditioning equipment & supplies whsle .....    | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42174                   | Refrigeration equipment & supplies whsle .....                          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421740                  | Refrigeration equipment & supplies whsle .....                          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |

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|------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>NORFOLK, VA (IC)—Con.</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                    | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421                          | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4218                         | Machinery, equipment, & supplies                                       |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42181                        | whsle .....  | 53                      | 155 835         | 23 809                   | 5 322                           | 752   | 41 448                       | 20 313                             | 22 029                             |
| 421810                       | Construction & mining (except petroleum) machinery & equip whsle ..... | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42183                        | Industrial machinery & equipment whsle .....                           | 13                      | 30 967          | 5 447                    | 1 288                           | 190   | 8 260                        | 3 227                              | 3 390                              |
| 421830                       | Industrial machinery & equipment whsle .....                           | 13                      | 30 967          | 5 447                    | 1 288                           | 190   | 8 260                        | 3 227                              | 3 390                              |
| 42184                        | Industrial supplies whsle .....  | 18                      | 53 505          | 8 946                    | 2 134                           | 238   | 17 386                       | 7 681                              | 8 573                              |
| 421840                       | Industrial supplies whsle .....  | 18                      | 53 505          | 8 946                    | 2 134                           | 238   | 17 386                       | 7 681                              | 8 573                              |
| 4218401                      | General-line industrial supplies whsle .....                           | 4                       | 21 056          | 3 924                    | 864                             | 108   | 6 767                        | 2 827                              | 3 031                              |
| 42185                        | Service establishment equipment & supplies whsle .....                 | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421850                       | Service establishment equipment & supplies whsle .....                 | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42186                        | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 8                       | 35 729          | 5 073                    | 992                             | 174   | 7 478                        | 5 908                              | 5 631                              |
| 421860                       | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 8                       | 35 729          | 5 073                    | 992                             | 174   | 7 478                        | 5 908                              | 5 631                              |
| 4218602                      | Marine machinery, equipment, & supplies whsle .....                    | 8                       | 35 729          | 5 073                    | 992                             | 174   | 7 478                        | 5 908                              | 5 631                              |
| 4219                         | Miscellaneous durable goods whsle ...                                  | 15                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42192                        | Toy & hobby goods & supplies whsle .....                               | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421920                       | Toy & hobby goods & supplies whsle .....                               | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199                        | Other miscellaneous durable goods whsle .....                          | 3                       | 8 444           | 1 562                    | 403                             | 52  | 3 570                        | 2 318                              | 2 395                              |
| 421990                       | Other miscellaneous durable goods whsle .....                          | 3                       | 8 444           | 1 562                    | 403                             | 52  | 3 570                        | 2 318                              | 2 395                              |
| 422                          | Wholesale trade, nondurable goods .....                                | 118                     | 2 157 314       | 91 457                   | 20 951                          | 3 008   | 196 265                      | 102 626                            | 100 543                            |
| 4221                         | Paper & paper product whsle .....                                      | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42212                        | Stationery & office supplies whsle ...                                 | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422120                       | Stationery & office supplies whsle .                                   | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42213                        | Industrial & personal service paper whsle .....                        | 5                       | 57 178          | 6 423                    | 1 501                           | 144   | 10 041                       | 4 559                              | 5 042                              |
| 422130                       | Industrial & personal service paper whsle .....                        | 5                       | 57 178          | 6 423                    | 1 501                           | 144   | 10 041                       | 4 559                              | 5 042                              |
| 4223                         | Apparel, piece goods, & notions whsle.                                 | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42232                        | Men's & boys' clothing & furnishings whsle .....                       | 7                       | 41 136          | 4 180                    | 1 179                           | 136   | 9 484                        | 4 008                              | 3 751                              |
| 422320                       | Men's & boys' clothing & furnishings whsle .....                       | 7                       | 41 136          | 4 180                    | 1 179                           | 136   | 9 484                        | 4 008                              | 3 751                              |
| 42233                        | Women's, children's, & infants' clothing & accessories whsle .....     | 4                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422330                       | Women's, children's, & infants' clothing & accessories whsle .....     | 4                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4224                         | Grocery & related products whsle .....                                 | 39                      | 1 690 712       | 56 004                   | 12 419                          | 1 858   | 116 792                      | 54 932                             | 56 204                             |
| 42242                        | Packaged frozen food whsle .....                                       | 6                       | 76 130          | 4 427                    | 925                             | 157   | 9 901                        | 2 075                              | 2 056                              |
| 422420                       | Packaged frozen food whsle .....                                       | 6                       | 76 130          | 4 427                    | 925                             | 157   | 9 901                        | 2 075                              | 2 056                              |
| 42248                        | Fresh fruit & vegetable whsle .....                                    | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422480                       | Fresh fruit & vegetable whsle .....                                    | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42249                        | Other grocery & related products whsle .....                           | 11                      | 1 499 792       | 37 504                   | 8 886                           | 1 229   | 79 932                       | 49 818                             | 50 746                             |
| 422490                       | Other grocery & related products whsle .....                           | 11                      | 1 499 792       | 37 504                   | 8 886                           | 1 229   | 79 932                       | 49 818                             | 50 746                             |
| 4224903                      | Soft drinks whsle .....  | 3                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224904                      | Canned goods whsle .....   | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224905                      | Food & beverage basic materials whsle .....                            | 1                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4225                         | Farm-product raw material whsle .....                                  | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4226                         | Chemical & allied products whsle .....                                 | 16                      | 62 750          | 3 257                    | 771                             | 101   | 6 447                        | 4 733                              | 7 926                              |
| 42269                        | Other chemical & allied products whsle .....                           | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422690                       | Other chemical & allied products whsle .....                           | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4226902                      | Other chemical & allied products whsle .....                           | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227                         | Petroleum & petroleum products whsle .....                             | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271                        | Petroleum bulk stations & terminals .                                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422710                       | Petroleum bulk stations & terminals .....                              | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4228                         | Beer, wine, & distilled alcoholic beverage whsle .....                 | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42281                        | Beer & ale whsle .....   | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422810                       | Beer & ale whsle .....   | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |

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| NAICS code                   | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|------------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>NORFOLK, VA (IC)—Con.</b> |   |                         |                  |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                    | <b>Wholesale trade—Con.</b>   |                         |                  |                          |                                 |   |                              |                                    |                                    |
| 422                          | Wholesale trade, nondurable goods—Con.                                  |                         |                  |                          |                                 |   |                              |                                    |                                    |
| 4229                         | Miscellaneous nondurable goods  |                         |                  |                          |                                 |   |                              |                                    |                                    |
|                              | whsle .....   | 21                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42291                        | Farm supplies whsle .....   | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422910                       | Farm supplies whsle .....   | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229102                      | Farm supplies—whsle distributors .....                                  | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42292                        | Book, periodical, & newspaper whsle .....                               | 6                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422920                       | Book, periodical, & newspaper whsle .....                               | 6                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42293                        | Flower, nursery stock, & florists' supplies whsle .....                 | 3                       | 7 895            | 1 044                    | 259                             | 49  | 2 265                        | 264                                | 271                                |
| 422930                       | Flower, nursery stock, & florists' supplies whsle .....                 | 3                       | 7 895            | 1 044                    | 259                             | 49  | 2 265                        | 264                                | 271                                |
| 42299                        | Other miscellaneous nondurable goods whsle .....                        | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422990                       | Other miscellaneous nondurable goods whsle .....                        | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229904                      | Other nondurable goods whsle ..   | 3                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
|                              | <b>Merchant wholesalers .....</b>                                       | <b>271</b>              | <b>2 003 484</b> | <b>137 915</b>           | <b>31 690</b>                   | <b>4 473</b>  | <b>272 831</b>               | <b>194 033</b>                     | <b>193 236</b>                     |
| 421                          | Wholesale trade, durable goods .....                                    | 182                     | 553 709          | 74 222                   | 17 710                          | 2 484   | 133 588                      | 94 320                             | 95 196                             |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle .....              | 25                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42111                        | Automobile & other motor vehicle whsle .....                            | 9                       | 31 756           | 1 855                    | 364                             | 68  | 3 505                        | 3 251                              | 3 395                              |
| 421110                       | Automobile & other motor vehicle whsle .....                            | 9                       | 31 756           | 1 855                    | 364                             | 68  | 3 505                        | 3 251                              | 3 395                              |
| 42112                        | Motor vehicle supplies & new parts whsle .....                          | 9                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421120                       | Motor vehicle supplies & new parts whsle .....                          | 9                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42114                        | Motor vehicle parts, (used) whsle ...                                   | 4                       | 2 621            | 724                      | 189                             | 34  | 1 699                        | 746                                | 779                                |
| 421140                       | Motor vehicle parts, (used) whsle .                                     | 4                       | 2 621            | 724                      | 189                             | 34  | 1 699                        | 746                                | 779                                |
| 4212                         | Furniture & home furnishings whsle ...                                  | 12                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42121                        | Furniture whsle .....   | 7                       | 16 351           | 1 756                    | 408                             | 42  | 2 394                        | 1 731                              | 1 802                              |
| 421210                       | Furniture whsle .....   | 7                       | 16 351           | 1 756                    | 408                             | 42  | 2 394                        | 1 731                              | 1 802                              |
| 4213                         | Lumber & other construction materials whsle .....                       | 8                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4214                         | Professional & commercial equipment & supplies whsle .....              | 30                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42142                        | Office equipment whsle .....  | 7                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421420                       | Office equipment whsle .....  | 7                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42143                        | Computer & computer peripheral equipment & software whsle .....         | 5                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421430                       | Computer & computer peripheral equipment & software whsle .....         | 5                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42146                        | Ophthalmic goods whsle .....  | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421460                       | Ophthalmic goods whsle .....  | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4216                         | Electrical goods whsle .....  | 19                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42161                        | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 10                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421610                       | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 10                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42169                        | Other electronic parts & equipment whsle .....                          | 7                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421690                       | Other electronic parts & equipment whsle .....                          | 7                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217                         | Hardware, & plumbing & heating equipment & supplies whsle .....         | 19                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42171                        | Hardware whsle .....  | 8                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421710                       | Hardware whsle .....  | 8                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42173                        | Warm air heating & air-conditioning equipment & supplies whsle .....    | 7                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421730                       | Warm air heating & air-conditioning equipment & supplies whsle .....    | 7                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42174                        | Refrigeration equipment & supplies whsle .....                          | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421740                       | Refrigeration equipment & supplies whsle .....                          | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |

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| NAICS code                       | Geographic area, type of operation, and kind of business         | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK, VA (IC)—Con.</b>     |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 421                              | Wholesale trade, durable goods—Con.                              |                         |                 |                          |                                 |   |                              |  |  |
| 4218                             | Machinery, equipment, & supplies whsle                           | 52                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42181                            | Construction & mining (except petroleum) machinery & equip whsle | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421810                           | Construction & mining (except petroleum) machinery & equip whsle | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183                            | Industrial machinery & equipment whsle                           | 13                      | 30 967          | 5 447                    | 1 288                           | 190   | 8 260                        | 3 227  | 3 390  |
| 421830                           | Industrial machinery & equipment whsle                           | 13                      | 30 967          | 5 447                    | 1 288                           | 190   | 8 260                        | 3 227  | 3 390  |
| 42184                            | Industrial supplies whsle  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421840                           | Industrial supplies whsle  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218401                          | General-line industrial supplies whsle                           | 4                       | 21 056          | 3 924                    | 864                             | 108   | 6 767                        | 2 827  | 3 031  |
| 42185                            | Service establishment equipment & supplies whsle                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850                           | Service establishment equipment & supplies whsle                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186                            | Transportation equipment & supplies (exc motor vehicle) whsle    | 8                       | 35 729          | 5 073                    | 992                             | 174   | 7 478                        | 5 908  | 5 631  |
| 421860                           | Transportation equipment & supplies (exc motor vehicle) whsle    | 8                       | 35 729          | 5 073                    | 992                             | 174   | 7 478                        | 5 908  | 5 631  |
| 4218602                          | Marine machinery, equipment, & supplies whsle                    | 8                       | 35 729          | 5 073                    | 992                             | 174   | 7 478                        | 5 908  | 5 631  |
| 4219                             | Miscellaneous durable goods whsle                                | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42192                            | Toy & hobby goods & supplies whsle                               | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421920                           | Toy & hobby goods & supplies whsle                               | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                            | Other miscellaneous durable goods whsle                          | 3                       | 8 444           | 1 562                    | 403                             | 52  | 3 570                        | 2 318  | 2 395  |
| 421990                           | Other miscellaneous durable goods whsle                          | 3                       | 8 444           | 1 562                    | 403                             | 52  | 3 570                        | 2 318  | 2 395  |
| 422                              | Wholesale trade, nondurable goods                                | 89                      | 1 449 775       | 63 693                   | 13 980                          | 1 989   | 139 243                      | 99 713   | 98 040   |
| 4221                             | Paper & paper product whsle                                      | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42213                            | Industrial & personal service paper whsle                        | 5                       | 57 178          | 6 423                    | 1 501                           | 144   | 10 041                       | 4 559  | 5 042  |
| 422130                           | Industrial & personal service paper whsle                        | 5                       | 57 178          | 6 423                    | 1 501                           | 144   | 10 041                       | 4 559  | 5 042  |
| 4223                             | Apparel, piece goods, & notions whsle                            | 8                       | 29 906          | 3 761                    | 1 067                           | 133   | 8 843                        | 4 043  | 4 033  |
| 42232                            | Men's & boys' clothing & furnishings whsle                       | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422320                           | Men's & boys' clothing & furnishings whsle                       | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                             | Grocery & related products whsle                                 | 28                      | 1 073 483       | 32 251                   | 6 431                           | 941   | 67 170                       | 52 560   | 54 258   |
| 42248                            | Fresh fruit & vegetable whsle                                    | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422480                           | Fresh fruit & vegetable whsle                                    | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                            | Other grocery & related products whsle                           | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422490                           | Other grocery & related products whsle                           | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224904                          | Canned goods whsle   | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4225                             | Farm-product raw material whsle                                  | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4226                             | Chemical & allied products whsle                                 | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269                            | Other chemical & allied products whsle                           | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690                           | Other chemical & allied products whsle                           | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902                          | Other chemical & allied products whsle                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                             | Petroleum & petroleum products whsle                             | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4228                             | Beer, wine, & distilled alcoholic beverage whsle                 | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229                             | Miscellaneous nondurable goods whsle                             | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42291                            | Farm supplies whsle  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910                           | Farm supplies whsle  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229102                          | Farm supplies—whsle distributors                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42292                            | Book, periodical, & newspaper whsle                              | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422920                           | Book, periodical, & newspaper whsle                              | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42293                            | Flower, nursery stock, & florists' supplies whsle                | 3                       | 7 895           | 1 044                    | 259                             | 49  | 2 265                        | 264  | 271  |
| 422930                           | Flower, nursery stock, & florists' supplies whsle                | 3                       | 7 895           | 1 044                    | 259                             | 49  | 2 265                        | 264  | 271  |

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| NAICS code  | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK, VA (IC)—Con.</b>                              |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                          |  |                         |                 |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 4229  | Miscellaneous nondurable goods whsle—Con.                              |                         |                 |                          |                                 |   |                              |  |  |
| 42299   | Other miscellaneous nondurable goods whsle .....                       | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990  | Other miscellaneous nondurable goods whsle .....                       | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229904   | Other nondurable goods whsle ..  | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|   |  | <b>37</b>               | <b>374 964</b>  | <b>33 090</b>            | <b>9 520</b>                    | <b>803</b>  | <b>63 987</b>                | <b>13 018</b>                                  | <b>13 149</b>                                  |
| 421   | Wholesale trade, durable goods .....                                   | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle .....             | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42142   | Office equipment whsle .....   | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421420  | Office equipment whsle .....   | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                                 | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....                           | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....                           | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224903   | Soft drinks whsle .....  | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
|   |  | <b>16</b>               | <b>536 189</b>  | <b>12 924</b>            | <b>3 626</b>                    | <b>569</b>  | <b>25 070</b>                | <b>4</b>                                       | <b>4</b>                                       |
| 421   | Wholesale trade, durable goods .....                                   | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle .....        | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                | 10                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                                 | 5                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....                           | 1                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....                           | 1                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224905   | Food & beverage basic materials whsle .....                            | 1                       | D               | D                        | D                               | f   | D                            | D  | D  |
| <b>NORTON, VA (IC)</b>                                    |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>   | <b>15</b>               | <b>174 923</b>  | <b>9 949</b>             | <b>2 442</b>                    | <b>292</b>  | <b>20 116</b>                | <b>29 069</b>                                  | <b>29 643</b>                                  |
| 421   | Wholesale trade, durable goods .....                                   | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle .....                         | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....                           | 7                       | 94 491          | 5 411                    | 1 335                           | 144   | 10 668                       | 26 639   | 26 555   |
| 42181   | Construction & mining (except petroleum) machinery & equip whsle ..... | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421810  | Construction & mining (except petroleum) machinery & equip whsle ..... | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903   | Soft drinks whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226  | Chemical & allied products whsle .....                                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269   | Other chemical & allied products whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690  | Other chemical & allied products whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |  |  |
|   |  | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                                   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle .....                         | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....                           | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|   |  | <b>6</b>                | <b>116 697</b>  | <b>7 149</b>             | <b>1 758</b>                    | <b>213</b>  | <b>13 874</b>                | <b>25 227</b>                                  | <b>25 037</b>                                  |
| 421   | Wholesale trade, durable goods .....                                   | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....                           | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                  | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|-----------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>NORTON, VA (IC)—Con.</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                             | <b>Agents, brokers, and commission merchants .....</b>     | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                         | Wholesale trade, durable goods .....                       | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4215                        | Metal & mineral (except petroleum) whsle .....             | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>PETERSBURG, VA (IC)</b>  |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                   | <b>Wholesale trade .....</b>                               | <b>35</b>               | <b>139 155</b>  | <b>16 849</b>            | <b>3 717</b>                    | <b>538</b>  | <b>32 012</b>                | <b>12 737</b>                      | <b>12 679</b>                      |
| 421                         | Wholesale trade, durable goods .....                       | 21                      | 79 221          | 9 820                    | 2 312                           | 325   | 19 940                       | 8 840                              | 8 638                              |
| 4211                        | Motor vehicle & motor vehicle parts & supplies whsle.....  | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213                        | Lumber & other construction materials whsle .....          | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42131                       | Lumber, plywood, millwork, & wood panel whsle .....        | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421310                      | Lumber, plywood, millwork, & wood panel whsle .....        | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                        | Professional & commercial equipment & supplies whsle ..... | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42146                       | Ophthalmic goods whsle .....                               | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421460                      | Ophthalmic goods whsle .....                               | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218                        | Machinery, equipment, & supplies whsle .....               | 4                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42185                       | Service establishment equipment & supplies whsle .....     | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421850                      | Service establishment equipment & supplies whsle .....     | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4218504                     | Other service establishment equipment & supplies whsle ... | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422                         | Wholesale trade, nondurable goods .....                    | 14                      | 59 934          | 7 029                    | 1 405                           | 213   | 12 072                       | 3 897                              | 4 041                              |
| 4224                        | Grocery & related products whsle .....                     | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42249                       | Other grocery & related products whsle .....               | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422490                      | Other grocery & related products whsle .....               | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224903                     | Soft drinks whsle .....                                    | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                             | <b>Merchant wholesalers .....</b>                          | <b>32</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                         | Wholesale trade, durable goods .....                       | 19                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4211                        | Motor vehicle & motor vehicle parts & supplies whsle.....  | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213                        | Lumber & other construction materials whsle .....          | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                        | Professional & commercial equipment & supplies whsle ..... | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42146                       | Ophthalmic goods whsle .....                               | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421460                      | Ophthalmic goods whsle .....                               | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422                         | Wholesale trade, nondurable goods .....                    | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|                             | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                         | Wholesale trade, nondurable goods .....                    | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                             | <b>Agents, brokers, and commission merchants .....</b>     | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>POQUOSON, VA (IC)</b>    |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                   | <b>Wholesale trade .....</b>                               | <b>11</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
|                             | <b>Merchant wholesalers .....</b>                          | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
|                             | <b>Agents, brokers, and commission merchants .....</b>     | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |



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| NAICS code                 | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>PORTSMOUTH, VA (IC)</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                  | <b>Wholesale trade .....</b>                                    | <b>63</b>               | <b>167 326</b>  | <b>23 643</b>            | <b>5 396</b>                    | <b>712</b>  | <b>44 499</b>                | <b>23 793</b>                                  | <b>25 271</b>                                  |
| 421                        | Wholesale trade, durable goods .....                            | 47                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle .....      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212                       | Furniture & home furnishings whsle ...                          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122                      | Home furnishings whsle .....                                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421220                     | Home furnishings whsle .....                                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                       | Lumber & other construction materials whsle .....               | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                       | Hardware, & plumbing & heating equipment & supplies whsle ..... | 8                       | 12 889          | 2 325                    | 553                             | 85  | 4 241                        | 3 080  | 3 092  |
| 4218                       | Machinery, equipment, & supplies whsle .....                    | 14                      | 24 846          | 6 862                    | 1 537                           | 178   | 8 681                        | 3 238  | 3 610  |
| 42183                      | Industrial machinery & equipment whsle .....                    | 9                       | 18 344          | 5 938                    | 1 311                           | 136   | 6 866                        | 2 587  | 3 119  |
| 421830                     | Industrial machinery & equipment whsle .....                    | 9                       | 18 344          | 5 938                    | 1 311                           | 136   | 6 866                        | 2 587  | 3 119  |
| 4218303                    | General-purpose industrial machinery & equipment whsle .        | 6                       | 17 673          | 5 842                    | 1 287                           | 131   | 6 702                        | 2 578  | 3 110  |
| 4219                       | Miscellaneous durable goods whsle ...                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                        | Wholesale trade, nondurable goods .....                         | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223                       | Apparel, piece goods, & notions whsle .                         | 4                       | 13 249          | 1 436                    | 383                             | 41  | 3 289                        | 2 577  | 3 857  |
| 4224                       | Grocery & related products whsle .....                          | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42244                      | Poultry & poultry product whsle .....                           | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422440                     | Poultry & poultry product whsle ...                             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                            | <b>Merchant wholesalers .....</b>                               | <b>57</b>               | <b>141 137</b>  | <b>21 658</b>            | <b>4 854</b>                    | <b>632</b>  | <b>39 176</b>                | <b>22 788</b>                                  | <b>24 130</b>                                  |
| 421                        | Wholesale trade, durable goods .....                            | 45                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle .....      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212                       | Furniture & home furnishings whsle ...                          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122                      | Home furnishings whsle .....                                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421220                     | Home furnishings whsle .....                                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                       | Lumber & other construction materials whsle .....               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                       | Hardware, & plumbing & heating equipment & supplies whsle ..... | 8                       | 12 889          | 2 325                    | 553                             | 85  | 4 241                        | 3 080  | 3 092  |
| 4218                       | Machinery, equipment, & supplies whsle .....                    | 14                      | 24 846          | 6 862                    | 1 537                           | 178   | 8 681                        | 3 238  | 3 610  |
| 42183                      | Industrial machinery & equipment whsle .....                    | 9                       | 18 344          | 5 938                    | 1 311                           | 136   | 6 866                        | 2 587  | 3 119  |
| 421830                     | Industrial machinery & equipment whsle .....                    | 9                       | 18 344          | 5 938                    | 1 311                           | 136   | 6 866                        | 2 587  | 3 119  |
| 4218303                    | General-purpose industrial machinery & equipment whsle .        | 6                       | 17 673          | 5 842                    | 1 287                           | 131   | 6 702                        | 2 578  | 3 110  |
| 4219                       | Miscellaneous durable goods whsle ...                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                        | Wholesale trade, nondurable goods .....                         | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223                       | Apparel, piece goods, & notions whsle .                         | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                       | Grocery & related products whsle .....                          | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42244                      | Poultry & poultry product whsle .....                           | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422440                     | Poultry & poultry product whsle ...                             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                            | <b>Manufacturers' sales branches and sales offices ..</b>       | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                        | Wholesale trade, nondurable goods .....                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                            | <b>Agents, brokers, and commission merchants .....</b>          | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>RADFORD, VA (IC)</b>    |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                  | <b>Wholesale trade .....</b>                                    | <b>8</b>                | <b>51 701</b>   | <b>3 290</b>             | <b>803</b>                      | <b>296</b>  | <b>7 046</b>                 | <b>1 406</b>                                   | <b>1 504</b>                                   |
| 422                        | Wholesale trade, nondurable goods .....                         | 7                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                       | Grocery & related products whsle .....                          | 3                       | 7 186           | 1 429                    | 274                             | 155   | 2 482                        | 111  | 187  |
| 4229                       | Miscellaneous nondurable goods whsle .....                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                            | <b>Merchant wholesalers .....</b>                               | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                        | Wholesale trade, nondurable goods .....                         | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229                       | Miscellaneous nondurable goods whsle .....                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                            | <b>Manufacturers' sales branches and sales offices ..</b>       | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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|--------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>RICHMOND, VA (IC)</b> |   |                         |                  |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                | <b>Wholesale trade . . . . .</b>  | <b>464</b>              | <b>5 979 460</b> | <b>283 523</b>           | <b>68 245</b>                   | <b>7 572</b>  | <b>538 964</b>               | <b>321 335</b>                     | <b>429 864</b>                     |
| 421                      | Wholesale trade, durable goods . . . . .                                    | 322                     | 3 060 181        | 190 563                  | 46 167                          | 5 017   | 329 749                      | 157 048                            | 174 721                            |
| 4211                     | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 48                      | 266 762          | 17 698                   | 5 257                           | 689   | 30 320                       | 22 866                             | 39 023                             |
| 42111                    | Automobile & other motor vehicle whsle . . . . .                            | 15                      | 190 868          | 10 714                   | 3 402                           | 411   | 17 770                       | 13 210                             | 28 558                             |
| 421110                   | Automobile & other motor vehicle whsle . . . . .                            | 15                      | 190 868          | 10 714                   | 3 402                           | 411   | 17 770                       | 13 210                             | 28 558                             |
| 4211105                  | Heavy truck & tractor (over 26,000 lb) whsle . . . . .                      | 9                       | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42112                    | Motor vehicle supplies & new parts whsle . . . . .                          | 25                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421120                   | Motor vehicle supplies & new parts whsle . . . . .                          | 25                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211201                  | Motor vehicle supplies & new parts—warehouse distributors . . . . .         | 17                      | 53 562           | 2 859                    | 663                             | 131   | 5 972                        | 7 343                              | 7 842                              |
| 42114                    | Motor vehicle parts, (used) whsle . . . . .                                 | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421140                   | Motor vehicle parts, (used) whsle . . . . .                                 | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212                     | Furniture & home furnishings whsle . . . . .                                | 18                      | 81 193           | 9 540                    | 2 232                           | 259   | 17 904                       | 4 179                              | 4 912                              |
| 42121                    | Furniture whsle . . . . .   | 12                      | 76 499           | 9 263                    | 2 164                           | 234   | 17 297                       | 3 657                              | 4 371                              |
| 421210                   | Furniture whsle . . . . .   | 12                      | 76 499           | 9 263                    | 2 164                           | 234   | 17 297                       | 3 657                              | 4 371                              |
| 4212102                  | Office & business furniture whsle . . . . .                                 | 6                       | 73 139           | 8 809                    | 2 060                           | 212   | 16 688                       | 3 541                              | 3 911                              |
| 4213                     | Lumber & other construction materials whsle . . . . .                       | 9                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42131                    | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 7                       | 29 635           | 2 624                    | 547                             | 97  | 5 301                        | 3 647                              | 3 939                              |
| 421310                   | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 7                       | 29 635           | 2 624                    | 547                             | 97  | 5 301                        | 3 647                              | 3 939                              |
| 42139                    | Other construction materials whsle . . . . .                                | 2                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421390                   | Other construction materials whsle . . . . .                                | 2                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4213901                  | Flat glass & other construction glass whsle . . . . .                       | 1                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4214                     | Professional & commercial equipment & supplies whsle . . . . .              | 56                      | 291 676          | 25 806                   | 6 185                           | 672   | 45 854                       | 17 286                             | 18 444                             |
| 42143                    | Computer & computer peripheral equipment & software whsle . . . . .         | 16                      | 77 070           | 7 901                    | 1 905                           | 164   | 13 985                       | 3 075                              | 2 552                              |
| 421430                   | Computer & computer peripheral equipment & software whsle . . . . .         | 16                      | 77 070           | 7 901                    | 1 905                           | 164   | 13 985                       | 3 075                              | 2 552                              |
| 4214301                  | Computer & peripheral equipment whsle . . . . .                             | 15                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42143012                 | Computers & peripheral equipment for end use . . . . .                      | 13                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42144                    | Other commercial equipment whsle . . . . .                                  | 12                      | 21 169           | 4 204                    | 1 019                           | 156   | 7 702                        | 2 398                              | 2 478                              |
| 421440                   | Other commercial equipment whsle . . . . .                                  | 12                      | 21 169           | 4 204                    | 1 019                           | 156   | 7 702                        | 2 398                              | 2 478                              |
| 4214402                  | Store machines & equipment whsle . . . . .                                  | 7                       | 13 241           | 3 372                    | 826                             | 115   | 6 166                        | 1 504                              | 1 557                              |
| 42145                    | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 16                      | 172 721          | 8 758                    | 2 008                           | 206   | 15 746                       | 9 576                              | 11 320                             |
| 421450                   | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 16                      | 172 721          | 8 758                    | 2 008                           | 206   | 15 746                       | 9 576                              | 11 320                             |
| 4214501                  | Surgical, medical, & hospital supplies whsle . . . . .                      | 15                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215                     | Metal & mineral (except petroleum) whsle . . . . .                          | 8                       | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42151                    | Metal service centers & offices . . . . .                                   | 4                       | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421510                   | Metal service centers & offices . . . . .                                   | 4                       | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4215102                  | Nonferrous metal service centers & sales offices . . . . .                  | 1                       | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42151021                 | Nonferrous metal service centers . . . . .                                  | 1                       | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42152                    | Coal & other mineral & ore whsle . . . . .                                  | 4                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421520                   | Coal & other mineral & ore whsle . . . . .                                  | 4                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4215201                  | Coal whsle . . . . .  | 4                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4216                     | Electrical goods whsle . . . . .  | 33                      | 267 155          | 23 356                   | 5 735                           | 568   | 36 963                       | 19 240                             | 21 571                             |
| 42161                    | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 20                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421610                   | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 20                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42169                    | Other electronic parts & equipment whsle . . . . .                          | 10                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421690                   | Other electronic parts & equipment whsle . . . . .                          | 10                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4216901                  | Communications equipment & supplies whsle . . . . .                         | 8                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |

Table 5. Summary Statistics for Counties: 1997—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>42</b>  | <b>RICHMOND, VA (IC)—Con.</b>  |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421        | Wholesale trade, durable goods—Con.  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .        | 34                      | 196 817         | 22 848                   | 5 528                           | 743   | 39 183                       | 30 000                             | 29 831                             |
| 42171      | Hardware whsle . . . . .   | 10                      | 63 560          | 8 896                    | 2 151                           | 319   | 13 898                       | 10 128                             | 10 605                             |
| 421710     | Hardware whsle . . . . .   | 10                      | 63 560          | 8 896                    | 2 151                           | 319   | 13 898                       | 10 128                             | 10 605                             |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .        | 8                       | 47 759          | 5 112                    | 1 545                           | 223   | 8 481                        | 7 792                              | 8 470                              |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .        | 8                       | 47 759          | 5 112                    | 1 545                           | 223   | 8 481                        | 7 792                              | 8 470                              |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .   | 16                      | 85 498          | 8 840                    | 1 832                           | 201   | 16 804                       | 12 080                             | 10 756                             |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .   | 16                      | 85 498          | 8 840                    | 1 832                           | 201   | 16 804                       | 12 080                             | 10 756                             |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                           | 80                      | 565 882         | 44 333                   | 10 187                          | 1 195   | 75 447                       | 34 044                             | 35 509                             |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                        | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                        | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                    | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183      | Industrial machinery & equipment whsle . . . . .                           | 38                      | 152 849         | 19 810                   | 4 600                           | 542   | 30 276                       | 13 007                             | 13 475                             |
| 421830     | Industrial machinery & equipment whsle . . . . .                           | 38                      | 152 849         | 19 810                   | 4 600                           | 542   | 30 276                       | 13 007                             | 13 475                             |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .  | 6                       | 12 578          | 1 769                    | 397                             | 45  | 2 837                        | 761                                | 733                                |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .           | 12                      | 66 530          | 5 636                    | 1 152                           | 137   | 8 897                        | 3 276                              | 3 466                              |
| 4218305    | Materials handling equipment whsle . . . . .                               | 10                      | 52 032          | 10 394                   | 2 606                           | 293   | 14 745                       | 7 231                              | 7 024                              |
| 42184      | Industrial supplies whsle . . . . .  | 19                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421840     | Industrial supplies whsle . . . . .  | 19                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4218406    | Other industrial supplies whsle . . . . .                                  | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42185      | Service establishment equipment & supplies whsle . . . . .                 | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421850     | Service establishment equipment & supplies whsle . . . . .                 | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218502    | Custodial, janitors' equipment & supplies whsle . . . . .                  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219       | Miscellaneous durable goods whsle . . . . .                                | 36                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42193      | Recyclable material whsle . . . . .  | 14                      | 122 393         | 11 381                   | 2 925                           | 333   | 25 641                       | 2 280                              | 3 548                              |
| 421930     | Recyclable material whsle . . . . .  | 14                      | 122 393         | 11 381                   | 2 925                           | 333   | 25 641                       | 2 280                              | 3 548                              |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                          | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . . | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219302    | Recyclable paper & paperboard whsle . . . . .                              | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219303    | Other recyclable material whsle . . . . .                                  | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                          | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                          | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219905    | Fire extinguishers & fire safety equipment whsle . . . . .                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods . . . . .                                | 142                     | 2 919 279       | 92 960                   | 22 078                          | 2 555   | 209 215                      | 164 287                            | 255 143                            |
| 4221       | Paper & paper product whsle . . . . .                                      | 21                      | 129 937         | 9 290                    | 2 333                           | 224   | 15 648                       | 5 026                              | 5 544                              |
| 42211      | Printing & writing paper whsle . . . . .                                   | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422110     | Printing & writing paper whsle . . . . .                                   | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42212      | Stationery & office supplies whsle . . . . .                               | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422120     | Stationery & office supplies whsle . . . . .                               | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224       | Grocery & related products whsle . . . . .                                 | 41                      | 396 567         | 28 888                   | 6 419                           | 1 012   | 62 595                       | 17 598                             | 20 223                             |
| 42243      | Dairy products, (except dried or canned) whsle . . . . .                   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422430     | Dairy products, (except dried or canned) whsle . . . . .                   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224302    | Dairy product (except raw milk) whsle . . . . .                            | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42245      | Confectionery whsle . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422450     | Confectionery whsle . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42246      | Fish & seafood whsle . . . . .   | 4                       | 16 696          | 1 966                    | 449                             | 72  | 3 211                        | 554                                | 553                                |
| 422460     | Fish & seafood whsle . . . . .   | 4                       | 16 696          | 1 966                    | 449                             | 72  | 3 211                        | 554                                | 553                                |
| 42249      | Other grocery & related products whsle . . . . .                           | 12                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422490     | Other grocery & related products whsle . . . . .                           | 12                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224903    | Soft drinks whsle . . . . .  | 5                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>RICHMOND, VA (IC)—Con.</b>                                   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                     |                         |                  |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                          |                         |                  |                          |                                 |   |                              |  |  |
| 4225       | Farm-product raw material whsle .....                           | 7                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42259      | Other farm product raw material whsle .....                     | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 422590     | Other farm product raw material whsle .....                     | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4225902    | Leaf tobacco whsle .....  | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle .....                          | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle .....                      | 19                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals .....                       | 17                      | 843 774          | 8 602                    | 2 309                           | 209   | 29 624                       | 46 324   | 46 258   |
| 422710     | Petroleum bulk stations & terminals .....                       | 17                      | 843 774          | 8 602                    | 2 309                           | 209   | 29 624                       | 46 324   | 46 258   |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....           | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) .....                       | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42271012   | Petroleum bulk terminals (except LP) .....                      | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227102    | Liquefied petroleum bulk stations & terminals .....             | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle .....          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42282      | Wine & distilled alcoholic beverage whsle .....                 | 7                       | 107 985          | 4 488                    | 1 000                           | 136   | 7 179                        | 5 889  | 6 311  |
| 422820     | Wine & distilled alcoholic beverage whsle .....                 | 7                       | 107 985          | 4 488                    | 1 000                           | 136   | 7 179                        | 5 889  | 6 311  |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle ..... | 7                       | 107 985          | 4 488                    | 1 000                           | 136   | 7 179                        | 5 889  | 6 311  |
| 4229       | Miscellaneous nondurable goods whsle .....                      | 28                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42291      | Farm supplies whsle .....                                       | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422910     | Farm supplies whsle .....                                       | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229102    | Farm supplies—whsle distributors .....                          | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42294      | Tobacco & tobacco product whsle .....                           | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422940     | Tobacco & tobacco product whsle .....                           | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42295      | Paint, varnish, & supplies whsle .....                          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422950     | Paint, varnish, & supplies whsle .....                          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229501    | Paint, varnish, & supplies whsle .....                          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers .....</b>                               | <b>373</b>              | <b>3 318 251</b> | <b>229 075</b>           | <b>55 064</b>                   | <b>6 215</b>  | <b>419 067</b>               | <b>271 448</b>                                 | <b>370 705</b>                                 |
| 421        | Wholesale trade, durable goods .....                            | 267                     | 1 799 867        | 168 432                  | 40 772                          | 4 552   | 288 800                      | 140 236  | 148 977  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....      | 42                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle .....                    | 12                      | 141 367          | 8 218                    | 2 778                           | 301   | 13 781                       | 11 951   | 24 229   |
| 421110     | Automobile & other motor vehicle whsle .....                    | 12                      | 141 367          | 8 218                    | 2 778                           | 301   | 13 781                       | 11 951   | 24 229   |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle .....              | 7                       | 124 206          | 7 317                    | 2 587                           | 268   | 11 428                       | 10 684   | 22 907   |
| 42112      | Motor vehicle supplies & new parts whsle .....                  | 22                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle .....                  | 22                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors ..... | 15                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle .....                         | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle .....                         | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle .....                        | 15                      | 78 505           | 9 483                    | 2 217                           | 255   | 17 822                       | 4 179  | 4 912  |
| 42121      | Furniture whsle .....   | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421210     | Furniture whsle .....   | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212102    | Office & business furniture whsle .....                         | 6                       | 73 139           | 8 809                    | 2 060                           | 212   | 16 688                       | 3 541  | 3 911  |
| 4213       | Lumber & other construction materials whsle .....               | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....      | 46                      | 196 297          | 21 386                   | 5 275                           | 619   | 37 693                       | 15 807   | 17 150   |
| 42143      | Computer & computer peripheral equipment & software whsle ..... | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle ..... | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle .....                     | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use .....              | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle .....                          | 12                      | 21 169           | 4 204                    | 1 019                           | 156   | 7 702                        | 2 398  | 2 478  |
| 421440     | Other commercial equipment whsle .....                          | 12                      | 21 169           | 4 204                    | 1 019                           | 156   | 7 702                        | 2 398  | 2 478  |
| 4214402    | Store machines & equipment whsle .....                          | 7                       | 13 241           | 3 372                    | 826                             | 115   | 6 166                        | 1 504  | 1 557  |

Table 5. Summary Statistics for Counties: 1997—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                       | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>RICHMOND, VA (IC)—Con.</b>    |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 421                              | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4214                             | Professional & commercial equipment & supplies whsle—Con.               |                         |                 |                          |                                 |   |                              |  |  |
| 42145                            | Medical, dental, & hospital equipment & supplies whsle .....            | 10                      | 95 075          | 6 650                    | 1 646                           | 175   | 11 681                       | 9 570  | 11 317   |
| 421450                           | Medical, dental, & hospital equipment & supplies whsle .....            | 10                      | 95 075          | 6 650                    | 1 646                           | 175   | 11 681                       | 9 570  | 11 317   |
| 4214501                          | Surgical, medical, & hospital supplies whsle .....                      | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215                             | Metal & mineral (except petroleum) whsle .....                          | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151                            | Metal service centers & offices .....                                   | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421510                           | Metal service centers & offices .....                                   | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215102                          | Nonferrous metal service centers & sales offices .....                  | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42151021                         | Nonferrous metal service centers .....                                  | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42152                            | Coal & other mineral & ore whsle ...                                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421520                           | Coal & other mineral & ore whsle ...                                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4216                             | Electrical goods whsle .....  | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42161                            | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421610                           | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4217                             | Hardware, & plumbing & heating equipment & supplies whsle .....         | 27                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42171                            | Hardware whsle .....  | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421710                           | Hardware whsle .....  | 8                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42172                            | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421720                           | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42173                            | Warm air heating & air-conditioning equipment & supplies whsle .....    | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421730                           | Warm air heating & air-conditioning equipment & supplies whsle .....    | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whsle .....                            | 67                      | 517 240         | 41 361                   | 9 471                           | 1 124   | 69 452                       | 31 545   | 32 432   |
| 42181                            | Construction & mining (except petroleum) machinery & equip whsle .....  | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421810                           | Construction & mining (except petroleum) machinery & equip whsle .....  | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42182                            | Farm & garden machinery & equipment whsle .....                         | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820                           | Farm & garden machinery & equipment whsle .....                         | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218202                          | Farm machinery & equipment—whsle distributors .....                     | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183                            | Industrial machinery & equipment whsle .....                            | 29                      | 122 653         | 18 694                   | 4 341                           | 514   | 28 222                       | 12 811   | 12 699   |
| 421830                           | Industrial machinery & equipment whsle .....                            | 29                      | 122 653         | 18 694                   | 4 341                           | 514   | 28 222                       | 12 811   | 12 699   |
| 4218303                          | General-purpose industrial machinery & equipment whsle .....            | 9                       | 45 583          | 5 234                    | 1 073                           | 126   | 8 082                        | 3 276  | 3 026  |
| 4218305                          | Materials handling equipment whsle .....                                | 10                      | 52 032          | 10 394                   | 2 606                           | 293   | 14 745                       | 7 231  | 7 024  |
| 42184                            | Industrial supplies whsle .....   | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421840                           | Industrial supplies whsle .....   | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218406                          | Other industrial supplies whsle ..                                      | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42185                            | Service establishment equipment & supplies whsle .....                  | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421850                           | Service establishment equipment & supplies whsle .....                  | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218502                          | Custodial, janitors' equipment & supplies whsle .....                   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219                             | Miscellaneous durable goods whsle ...                                   | 34                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42193                            | Recyclable material whsle .....   | 14                      | 122 393         | 11 381                   | 2 925                           | 333   | 25 641                       | 2 280  | 3 548  |
| 421930                           | Recyclable material whsle .....   | 14                      | 122 393         | 11 381                   | 2 925                           | 333   | 25 641                       | 2 280  | 3 548  |
| 4219301                          | Iron & steel scrap processors & dealers .....                           | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193011                         | Iron & steel scrap processors (using power processing equipment) .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219302                          | Recyclable paper & paperboard whsle .....                               | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219303                          | Other recyclable material whsle ..                                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                            | Other miscellaneous durable goods whsle .....                           | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421990                           | Other miscellaneous durable goods whsle .....                           | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219905                          | Fire extinguishers & fire safety equipment whsle .....                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code   | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>RICHMOND, VA (IC)—Con.</b>                              |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                           |   |                         |                  |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                           | 106                     | 1 518 384        | 60 643                   | 14 292                          | 1 663   | 130 267                      | 131 212  | 221 728  |
| 4221   | Paper & paper product whsle . . . . .                               | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42211  | Printing & writing paper whsle . . . . .                            | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422110   | Printing & writing paper whsle . . . . .                            | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . . .                          | 32                      | 234 412          | 13 766                   | 3 068                           | 565   | 29 726                       | 14 930   | 18 317   |
| 42243  | Dairy products, (except dried or canned) whsle . . . . .            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422430   | Dairy products, (except dried or canned) whsle . . . . .            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224302  | Dairy product (except raw milk) whsle . . . . .                     | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42245  | Confectionery whsle . . . . .                                       | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422450   | Confectionery whsle . . . . .                                       | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42246  | Fish & seafood whsle . . . . .                                      | 4                       | 16 696           | 1 966                    | 449                             | 72  | 3 211                        | 554  | 553  |
| 422460   | Fish & seafood whsle . . . . .                                      | 4                       | 16 696           | 1 966                    | 449                             | 72  | 3 211                        | 554  | 553  |
| 42249  | Other grocery & related products whsle . . . . .                    | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle . . . . .                    | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4225   | Farm-product raw material whsle . . . . .                           | 7                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42259  | Other farm product raw material whsle . . . . .                     | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 422590   | Other farm product raw material whsle . . . . .                     | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4225902  | Leaf tobacco whsle . . . . .  | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . . .                          | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                      | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals . . . . .                       | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals . . . . .                       | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . .           | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                       | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4227102  | Liquefied petroleum bulk stations & terminals . . . . .             | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                      | 22                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42291  | Farm supplies whsle . . . . .                                       | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422910   | Farm supplies whsle . . . . .                                       | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229102  | Farm supplies—whsle distributors . . . . .                          | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . .</b> |   | <b>55</b>               | <b>2 435 664</b> | <b>49 383</b>            | <b>11 931</b>                   | <b>1 177</b>  | <b>110 662</b>               | <b>49 252</b>                                  | <b>58 638</b>                                  |
| 421  | Wholesale trade, durable goods . . . . .                            | 29                      | 1 108 707        | 18 692                   | 4 558                           | 342   | 34 185                       | 16 308   | 25 275   |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42111  | Automobile & other motor vehicle whsle . . . . .                    | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421110   | Automobile & other motor vehicle whsle . . . . .                    | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4215   | Metal & mineral (except petroleum) whsle . . . . .                  | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42152  | Coal & other mineral & ore whsle . . . . .                          | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421520   | Coal & other mineral & ore whsle . . . . .                          | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4215201  | Coal whsle . . . . .  | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4216   | Electrical goods whsle . . . . .                                    | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42169  | Other electronic parts & equipment whsle . . . . .                  | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421690   | Other electronic parts & equipment whsle . . . . .                  | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whsle . . . . . | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                    | 7                       | 31 528           | 1 683                    | 386                             | 35  | 3 767                        | 2 049  | 2 686  |
| 42183  | Industrial machinery & equipment whsle . . . . .                    | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421830   | Industrial machinery & equipment whsle . . . . .                    | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code  | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>RICHMOND, VA (IC)—Con.</b>                               |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>Manufacturers' sales branches and sales offices—Con.</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods . . . .                           | 26                      | 1 326 957        | 30 691                   | 7 373                           | 835   | 76 477                       | 32 944   | 33 363   |
| 4221  | Paper & paper product whsle . . . . .                               | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224  | Grocery & related products whsle . . . .                            | 7                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle . . . . .                    | 4                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle . . . . .                    | 4                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4224903   | Soft drinks whsle . . . . .   | 3                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle . . . . .                      | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271   | Petroleum bulk stations & terminals . . . . .                       | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422710  | Petroleum bulk stations & terminals . . . . .                       | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227101   | Petroleum bulk stations & terminals (except LP) . . . . .           | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271012  | Petroleum bulk terminals (except LP) . . . . .                      | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle . . . . .                      | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b>  |   |                         |                  |                          |                                 |   |                              |  |  |
|   |   | <b>36</b>               | <b>225 545</b>   | <b>5 065</b>             | <b>1 250</b>                    | <b>180</b>  | <b>9 235</b>                 | <b>635</b>                                     | <b>521</b>                                     |
| 421   | Wholesale trade, durable goods . . . . .                            | 26                      | 151 607          | 3 439                    | 837                             | 123   | 6 764                        | 504  | 469  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle . . . . .                    | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle . . . . .                    | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle . . . . .               | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42139   | Other construction materials whsle . . . . .                        | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421390  | Other construction materials whsle . . . . .                        | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4213901   | Flat glass & other construction glass whsle . . . . .               | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle . . . . .      | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42145   | Medical, dental, & hospital equipment & supplies whsle . . . . .    | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421450  | Medical, dental, & hospital equipment & supplies whsle . . . . .    | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214501   | Surgical, medical, & hospital supplies whsle . . . . .              | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle . . . . .                    | 6                       | 17 114           | 1 289                    | 330                             | 36  | 2 228                        | 450  | 391  |
| 42183   | Industrial machinery & equipment whsle . . . . .                    | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421830  | Industrial machinery & equipment whsle . . . . .                    | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . .                           | 10                      | 73 938           | 1 626                    | 413                             | 57  | 2 471                        | 131  | 52   |
| 4224  | Grocery & related products whsle . . . .                            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle . . . . .                    | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle . . . . .                    | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4228  | Beer, wine, & distilled alcoholic beverage whsle . . . . .          | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42282   | Wine & distilled alcoholic beverage whsle . . . . .                 | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422820  | Wine & distilled alcoholic beverage whsle . . . . .                 | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4228201   | Wine & distilled alcoholic bev (licensed operation) whsle . . . . . | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| <b>ROANOKE, VA (IC)</b>                                     |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade . . . . .</b>                                    | <b>299</b>              | <b>1 292 718</b> | <b>121 046</b>           | <b>29 159</b>                   | <b>3 768</b>  | <b>229 900</b>               | <b>126 731</b>                                 | <b>135 321</b>                                 |
| 421   | Wholesale trade, durable goods . . . . .                            | 227                     | 806 518          | 94 479                   | 23 084                          | 2 815   | 178 444                      | 107 087  | 115 134  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 23                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42112   | Motor vehicle supplies & new parts whsle . . . . .                  | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421120  | Motor vehicle supplies & new parts whsle . . . . .                  | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211201   | Motor vehicle supplies & new parts—warehouse distributors . . . . . | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211202   | Motor vehicle supplies & new parts—jobbers . . . . .                | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114   | Motor vehicle parts, (used) whsle . . . . .                         | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140  | Motor vehicle parts, (used) whsle . . . . .                         | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212  | Furniture & home furnishings whsle . . . . .                        | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42121   | Furniture whsle . . . . .   | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421210  | Furniture whsle . . . . .   | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102   | Office & business furniture whsle . . . . .                         | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
|            | <b>ROANOKE, VA (IC)—Con.</b>  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421        | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4213       | Lumber & other construction materials whsle .....                       | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....                     | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....                     | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214       | Professional & commercial equipment & supplies whsle .....              | 39                      | 179 342         | 26 917                   | 7 023                           | 668   | 54 428                       | 15 792                             | 21 439                             |
| 42142      | Office equipment whsle .....  | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421420     | Office equipment whsle .....  | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42143      | Computer & computer peripheral equipment & software whsle .....         | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421430     | Computer & computer peripheral equipment & software whsle .....         | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214301    | Computer & peripheral equipment whsle .....                             | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42143012   | Computers & peripheral equipment for end use .....                      | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle .....            | 6                       | 26 883          | 3 019                    | 856                             | 65  | 4 657                        | 3 280                              | 2 583                              |
| 421450     | Medical, dental, & hospital equipment & supplies whsle .....            | 6                       | 26 883          | 3 019                    | 856                             | 65  | 4 657                        | 3 280                              | 2 583                              |
| 4214501    | Surgical, medical, & hospital supplies whsle .....                      | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42146      | Ophthalmic goods whsle .....  | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421460     | Ophthalmic goods whsle .....  | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4215       | Metal & mineral (except petroleum) whsle .....                          | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151      | Metal service centers & offices .....                                   | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421510     | Metal service centers & offices .....                                   | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4215101    | Ferrous metal service centers & sales offices .....                     | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42151011   | Ferrous metal service centers .....                                     | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4216       | Electrical goods whsle .....  | 37                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 17                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 17                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42162      | Electrical appliance, television & radio set whsle .....                | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42169      | Other electronic parts & equipment whsle .....                          | 17                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421690     | Other electronic parts & equipment whsle .....                          | 17                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....         | 24                      | 86 640          | 10 431                   | 2 695                           | 324   | 20 136                       | 16 509                             | 16 020                             |
| 42171      | Hardware whsle .....  | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421710     | Hardware whsle .....  | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....    | 9                       | 36 200          | 4 103                    | 924                             | 86  | 6 708                        | 6 750                              | 6 198                              |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle .....    | 9                       | 36 200          | 4 103                    | 924                             | 86  | 6 708                        | 6 750                              | 6 198                              |
| 4218       | Machinery, equipment, & supplies whsle .....                            | 61                      | 151 795         | 19 029                   | 4 633                           | 567   | 34 889                       | 17 318                             | 19 423                             |
| 42183      | Industrial machinery & equipment whsle .....                            | 21                      | 66 589          | 8 634                    | 2 162                           | 250   | 15 800                       | 9 014                              | 9 216                              |
| 421830     | Industrial machinery & equipment whsle .....                            | 21                      | 66 589          | 8 634                    | 2 162                           | 250   | 15 800                       | 9 014                              | 9 216                              |
| 4218303    | General-purpose industrial machinery & equipment whsle .....            | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218305    | Materials handling equipment whsle .....                                | 4                       | 21 396          | 3 254                    | 913                             | 92  | 5 720                        | 2 533                              | 2 527                              |
| 42184      | Industrial supplies whsle .....   | 21                      | 46 844          | 4 360                    | 993                             | 152   | 8 441                        | 3 593                              | 4 861                              |
| 421840     | Industrial supplies whsle .....   | 21                      | 46 844          | 4 360                    | 993                             | 152   | 8 441                        | 3 593                              | 4 861                              |
| 4218402    | Mechanical power transmission supplies whsle .....                      | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42185      | Service establishment equipment & supplies whsle .....                  | 8                       | 8 033           | 1 172                    | 282                             | 46  | 2 480                        | 1 419                              | 1 217                              |
| 421850     | Service establishment equipment & supplies whsle .....                  | 8                       | 8 033           | 1 172                    | 282                             | 46  | 2 480                        | 1 419                              | 1 217                              |
| 4219       | Miscellaneous durable goods whsle ...                                   | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42193      | Recyclable material whsle .....   | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421930     | Recyclable material whsle .....   | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219301    | Iron & steel scrap processors & dealers .....                           | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219303    | Other recyclable material whsle .....                                   | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199      | Other miscellaneous durable goods whsle .....                           | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable goods whsle .....                           | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |



Table 5. Summary Statistics for Counties: 1997—Con.

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| NAICS code                   | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>ROANOKE, VA (IC)—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 422                          | Wholesale trade, nondurable goods . . . .                                   | 72                      | 486 200         | 26 567                   | 6 075                           | 953   | 51 456                       | 19 644   | 20 187   |
| 4221                         | Paper & paper product whsle . . . . .                                       | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42212                        | Stationery & office supplies whsle . . . .                                  | 10                      | 29 549          | 4 809                    | 1 074                           | 136   | 8 858                        | 1 168  | 1 225  |
| 422120                       | Stationery & office supplies whsle . . . .                                  | 10                      | 29 549          | 4 809                    | 1 074                           | 136   | 8 858                        | 1 168  | 1 225  |
| 42213                        | Industrial & personal service paper whsle . . . . .                         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422130                       | Industrial & personal service paper whsle . . . . .                         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                         | Grocery & related products whsle . . . . .                                  | 24                      | 169 977         | 7 634                    | 1 775                           | 351   | 12 294                       | 1 004  | 1 240  |
| 42241                        | General-line grocery whsle . . . . .  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422410                       | General-line grocery whsle . . . . .  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224103                      | Other general-line grocery whsle . . . . .                                  | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                        | Other grocery & related products whsle . . . . .                            | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490                       | Other grocery & related products whsle . . . . .                            | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224902                      | Bread & baked goods whsle . . . . .   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226                         | Chemical & allied products whsle . . . . .                                  | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42269                        | Other chemical & allied products whsle . . . . .                            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690                       | Other chemical & allied products whsle . . . . .                            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902                      | Other chemical & allied products whsle . . . . .                            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                         | Petroleum & petroleum products whsle . . . . .                              | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                        | Petroleum bulk stations & terminals . . . . .                               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                       | Petroleum bulk stations & terminals . . . . .                               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                      | Petroleum bulk stations & terminals (except LP) . . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                         | Miscellaneous nondurable goods whsle . . . . .                              | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42299                        | Other miscellaneous nondurable goods whsle . . . . .                        | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990                       | Other miscellaneous nondurable goods whsle . . . . .                        | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229904                      | Other nondurable goods whsle . . . . .                                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                              | <b>Merchant wholesalers . . . . .</b>                                       | <b>241</b>              | <b>796 477</b>  | <b>100 188</b>           | <b>23 639</b>                   | <b>3 229</b>  | <b>189 085</b>               | <b>115 417</b>                                 | <b>123 116</b>                                 |
| 421                          | Wholesale trade, durable goods . . . . .                                    | 189                     | 616 043         | 80 857                   | 19 246                          | 2 574   | 151 974                      | 97 638   | 104 892  |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42112                        | Motor vehicle supplies & new parts whsle . . . . .                          | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421120                       | Motor vehicle supplies & new parts whsle . . . . .                          | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211201                      | Motor vehicle supplies & new parts—warehouse distributors . . . . .         | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42114                        | Motor vehicle parts, (used) whsle . . . . .                                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140                       | Motor vehicle parts, (used) whsle . . . . .                                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212                         | Furniture & home furnishings whsle . . . . .                                | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42121                        | Furniture whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421210                       | Furniture whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212102                      | Office & business furniture whsle . . . . .                                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                         | Lumber & other construction materials whsle . . . . .                       | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214                         | Professional & commercial equipment & supplies whsle . . . . .              | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42142                        | Office equipment whsle . . . . .  | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421420                       | Office equipment whsle . . . . .  | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42145                        | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421450                       | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214501                      | Surgical, medical, & hospital supplies whsle . . . . .                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42146                        | Ophthalmic goods whsle . . . . .  | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421460                       | Ophthalmic goods whsle . . . . .  | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215                         | Metal & mineral (except petroleum) whsle . . . . .                          | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151                        | Metal service centers & offices . . . . .                                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510                       | Metal service centers & offices . . . . .                                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215101                      | Ferrous metal service centers & sales offices . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                         | Electrical goods whsle . . . . .  | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42161                        | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421610                       | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169                        | Other electronic parts & equipment whsle . . . . .                          | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690                       | Other electronic parts & equipment whsle . . . . .                          | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |

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| NAICS code | Geographic area, type of operation, and kind of business                 | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
|            | <b>ROANOKE, VA (IC)—Con.</b>   |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | <b>Merchant wholesalers—Con.</b>   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421        | Wholesale trade, durable goods—Con.                                      |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .      | 21                      | 84 835          | 10 231                   | 2 644                           | 317   | 19 624                       | 16 509                             | 16 020                             |
| 42171      | Hardware whsle . . . . .   | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421710     | Hardware whsle . . . . .   | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . . | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . . | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                         | 51                      | 119 955         | 17 348                   | 4 266                           | 523   | 31 761                       | 16 295                             | 18 277                             |
| 42183      | Industrial machinery & equipment whsle . . . . .                         | 18                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421830     | Industrial machinery & equipment whsle . . . . .                         | 18                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .         | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218305    | Materials handling equipment whsle . . . . .                             | 4                       | 21 396          | 3 254                    | 913                             | 92  | 5 720                        | 2 533                              | 2 527                              |
| 42184      | Industrial supplies whsle . . . . .                                      | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421840     | Industrial supplies whsle . . . . .                                      | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42185      | Service establishment equipment & supplies whsle . . . . .               | 8                       | 8 033           | 1 172                    | 282                             | 46  | 2 480                        | 1 419                              | 1 217                              |
| 421850     | Service establishment equipment & supplies whsle . . . . .               | 8                       | 8 033           | 1 172                    | 282                             | 46  | 2 480                        | 1 419                              | 1 217                              |
| 4219       | Miscellaneous durable goods whsle . . . . .                              | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42193      | Recyclable material whsle . . . . .                                      | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421930     | Recyclable material whsle . . . . .                                      | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                        | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219303    | Other recyclable material whsle . . . . .                                | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                        | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                        | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods . . . . .                              | 52                      | 180 434         | 19 331                   | 4 393                           | 655   | 37 111                       | 17 779                             | 18 224                             |
| 4221       | Paper & paper product whsle . . . . .                                    | 12                      | 38 973          | 5 864                    | 1 329                           | 169   | 11 176                       | 2 562                              | 2 574                              |
| 42212      | Stationery & office supplies whsle . . . . .                             | 7                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422120     | Stationery & office supplies whsle . . . . .                             | 7                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224       | Grocery & related products whsle . . . . .                               | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4226       | Chemical & allied products whsle . . . . .                               | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42269      | Other chemical & allied products whsle . . . . .                         | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422690     | Other chemical & allied products whsle . . . . .                         | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4226902    | Other chemical & allied products whsle . . . . .                         | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227       | Petroleum & petroleum products whsle . . . . .                           | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                           | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229904    | Other nondurable goods whsle . . . . .                                   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|            | <b>Manufacturers' sales branches and sales offices . .</b>               | <b>27</b>               | <b>330 792</b>  | <b>16 386</b>            | <b>4 523</b>                    | <b>372</b>  | <b>33 739</b>                | <b>11 303</b>                      | <b>12 196</b>                      |
| 421        | Wholesale trade, durable goods . . . . .                                 | 17                      | 142 598         | 12 227                   | 3 505                           | 204   | 23 720                       | 9 438                              | 10 233                             |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .           | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                         | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods . . . . .                              | 10                      | 188 194         | 4 159                    | 1 018                           | 168   | 10 019                       | 1 865                              | 1 963                              |
| 4227       | Petroleum & petroleum products whsle . . . . .                           | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42271      | Petroleum bulk stations & terminals . . . . .                            | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422710     | Petroleum bulk stations & terminals . . . . .                            | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>               | <b>31</b>               | <b>165 449</b>  | <b>4 472</b>             | <b>997</b>                      | <b>167</b>  | <b>7 076</b>                 | <b>11</b>                          | <b>9</b>                           |
| 421        | Wholesale trade, durable goods . . . . .                                 | 21                      | 47 877          | 1 395                    | 333                             | 37  | 2 750                        | 11                                 | 9                                  |
| 4216       | Electrical goods whsle . . . . .   | 8                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                         | 6                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods . . . . .                              | 10                      | 117 572         | 3 077                    | 664                             | 130   | 4 326                        | —                                  | —                                  |
| 4224       | Grocery & related products whsle . . . . .                               | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |

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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. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code            | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|-----------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>SALEM, VA (IC)</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>             | <b>Wholesale trade .....</b>   | <b>86</b>               | <b>635 803</b>  | <b>58 595</b>            | <b>14 049</b>                   | <b>1 809</b>  | <b>92 985</b>                | <b>60 924</b>                                  | <b>67 194</b>                                  |
| 421                   | Wholesale trade, durable goods .....                                   | 68                      | 254 988         | 30 356                   | 7 651                           | 1 023   | 47 462                       | 47 908   | 51 993   |
| 4211                  | Motor vehicle & motor vehicle parts & supplies whsle.....              | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                 | Automobile & other motor vehicle whsle .....                           | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110                | Automobile & other motor vehicle whsle .....                           | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                  | Professional & commercial equipment & supplies whsle .....             | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                  | Machinery, equipment, & supplies whsle .....                           | 32                      | 177 731         | 23 633                   | 6 118                           | 706   | 33 723                       | 42 263   | 46 259   |
| 42181                 | Construction & mining (except petroleum) machinery & equip whsle ..... | 8                       | 119 748         | 16 229                   | 4 352                           | 476   | 19 959                       | 36 017   | 39 139   |
| 421810                | Construction & mining (except petroleum) machinery & equip whsle ..... | 8                       | 119 748         | 16 229                   | 4 352                           | 476   | 19 959                       | 36 017   | 39 139   |
| 42183                 | Industrial machinery & equipment whsle .....                           | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421830                | Industrial machinery & equipment whsle .....                           | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218304               | Metalworking machinery & equipment whsle .....                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184                 | Industrial supplies whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840                | Industrial supplies whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42185                 | Service establishment equipment & supplies whsle .....                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850                | Service establishment equipment & supplies whsle .....                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                  | Miscellaneous durable goods whsle ...                                  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                   | Wholesale trade, nondurable goods .....                                | 18                      | 380 815         | 28 239                   | 6 398                           | 786   | 45 523                       | 13 016   | 15 201   |
| 4221                  | Paper & paper product whsle .....                                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42213                 | Industrial & personal service paper whsle .....                        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422130                | Industrial & personal service paper whsle .....                        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                  | Grocery & related products whsle .....                                 | 10                      | 307 726         | 23 059                   | 5 213                           | 635   | 37 641                       | 9 108  | 10 583   |
| 42245                 | Confectionery whsle .....  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422450                | Confectionery whsle .....  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                 | Other grocery & related products whsle .....                           | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422490                | Other grocery & related products whsle .....                           | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224904               | Canned goods whsle .....   | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229                  | Miscellaneous nondurable goods whsle .....                             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42294                 | Tobacco & tobacco product whsle...                                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422940                | Tobacco & tobacco product whsle...                                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                       | <b>Merchant wholesalers .....</b>                                      | <b>72</b>               | <b>280 574</b>  | <b>27 520</b>            | <b>6 358</b>                    | <b>910</b>  | <b>49 581</b>                | <b>30 916</b>                                  | <b>35 994</b>                                  |
| 421                   | Wholesale trade, durable goods .....                                   | 60                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211                  | Motor vehicle & motor vehicle parts & supplies whsle .....             | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                  | Professional & commercial equipment & supplies whsle .....             | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                  | Machinery, equipment, & supplies whsle .....                           | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42181                 | Construction & mining (except petroleum) machinery & equip whsle ..... | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421810                | Construction & mining (except petroleum) machinery & equip whsle ..... | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183                 | Industrial machinery & equipment whsle .....                           | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421830                | Industrial machinery & equipment whsle .....                           | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218304               | Metalworking machinery & equipment whsle .....                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184                 | Industrial supplies whsle .....  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840                | Industrial supplies whsle .....  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                   | Wholesale trade, nondurable goods .....                                | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4221                  | Paper & paper product whsle .....                                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42213                 | Industrial & personal service paper whsle .....                        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422130                | Industrial & personal service paper whsle .....                        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                  | Grocery & related products whsle .....                                 | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229                  | Miscellaneous nondurable goods whsle .....                             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code                 | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|----------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>SALEM, VA (IC)—Con.</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                            | <b>Manufacturers' sales branches and sales offices . .</b> | <b>10</b>               | <b>299 893</b>  | <b>29 437</b>            | <b>7 419</b>                    | <b>866</b>  | <b>40 986</b>                | <b>30 008</b>                      | <b>31 200</b>                      |
| 421                        | Wholesale trade, durable goods . . . . .                   | 6                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4218                       | Machinery, equipment, & supplies<br>whsle . . . . .        | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422                        | Wholesale trade, nondurable goods . . . . .                | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224                       | Grocery & related products whsle . . . . .                 | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42249                      | Other grocery & related products<br>whsle . . . . .        | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422490                     | Other grocery & related products<br>whsle . . . . .        | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
|                            | <b>Agents, brokers, and commission merchants . . . . .</b> | <b>4</b>                | <b>55 336</b>   | <b>1 638</b>             | <b>272</b>                      | <b>33</b>   | <b>2 418</b>                 | <b>—</b>                           | <b>—</b>                           |
| 421                        | Wholesale trade, durable goods . . . . .                   | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422                        | Wholesale trade, nondurable goods . . . . .                | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224                       | Grocery & related products whsle . . . . .                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42249                      | Other grocery & related products<br>whsle . . . . .        | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422490                     | Other grocery & related products<br>whsle . . . . .        | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>STAUNTON, VA (IC)</b>   |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                  | <b>Wholesale trade . . . . .</b>                           | <b>33</b>               | <b>131 960</b>  | <b>7 377</b>             | <b>1 726</b>                    | <b>327</b>  | <b>17 384</b>                | <b>7 110</b>                       | <b>7 460</b>                       |
| 421                        | Wholesale trade, durable goods . . . . .                   | 19                      | 31 945          | 3 804                    | 959                             | 142   | 8 847                        | 5 372                              | 5 399                              |
| 4218                       | Machinery, equipment, & supplies<br>whsle . . . . .        | 5                       | 17 455          | 1 976                    | 468                             | 48  | 3 382                        | 3 193                              | 3 182                              |
| 4219                       | Miscellaneous durable goods whsle . . . . .                | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                        | Wholesale trade, nondurable goods . . . . .                | 14                      | 100 015         | 3 573                    | 767                             | 185   | 8 537                        | 1 738                              | 2 061                              |
| 4224                       | Grocery & related products whsle . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42249                      | Other grocery & related products<br>whsle . . . . .        | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422490                     | Other grocery & related products<br>whsle . . . . .        | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224903                    | Soft drinks whsle . . . . .                                | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4225                       | Farm-product raw material whsle . . . . .                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42252                      | Livestock whsle . . . . .                                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422520                     | Livestock whsle . . . . .                                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227                       | Petroleum & petroleum products<br>whsle . . . . .          | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271                      | Petroleum bulk stations & terminals . . . . .              | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422710                     | Petroleum bulk stations &<br>terminals . . . . .           | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|                            | <b>Merchant wholesalers . . . . .</b>                      | <b>30</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                        | Wholesale trade, durable goods . . . . .                   | 18                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218                       | Machinery, equipment, & supplies<br>whsle . . . . .        | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                       | Miscellaneous durable goods whsle . . . . .                | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                        | Wholesale trade, nondurable goods . . . . .                | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224                       | Grocery & related products whsle . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42249                      | Other grocery & related products<br>whsle . . . . .        | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422490                     | Other grocery & related products<br>whsle . . . . .        | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224903                    | Soft drinks whsle . . . . .                                | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                            | <b>Agents, brokers, and commission merchants . . . . .</b> | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                        | Wholesale trade, nondurable goods . . . . .                | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4225                       | Farm-product raw material whsle . . . . .                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227                       | Petroleum & petroleum products<br>whsle . . . . .          | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42271                      | Petroleum bulk stations & terminals . . . . .              | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422710                     | Petroleum bulk stations &<br>terminals . . . . .           | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |

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|-------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>SUFFOLK, VA (IC)</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>               | <b>Wholesale trade .....</b>                               | <b>61</b>               | <b>822 502</b>  | <b>43 729</b>            | <b>11 642</b>                   | <b>1 305</b>  | <b>87 237</b>                | <b>42 616</b>                      | <b>53 879</b>                      |
| 421                     | Wholesale trade, durable goods .....                       | 30                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211                    | Motor vehicle & motor vehicle parts & supplies whsle ..... | 11                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42111                   | Automobile & other motor vehicle whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421110                  | Automobile & other motor vehicle whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                    | Machinery, equipment, & supplies whsle .....               | 6                       | 8 246           | 896                      | 164                             | 40  | 1 799                        | 2 703                              | 2 202                              |
| 4219                    | Miscellaneous durable goods whsle ...                      | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42193                   | Recyclable material whsle .....                            | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421930                  | Recyclable material whsle .....                            | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219302                 | Recyclable paper & paperboard whsle .....                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                     | Wholesale trade, nondurable goods .....                    | 31                      | D               | D                        | D                               | g   | D                            | D                                  | D                                  |
| 4224                    | Grocery & related products whsle .....                     | 8                       | 409 898         | 11 489                   | 2 382                           | 314   | 25 026                       | 4 430                              | 4 605                              |
| 42242                   | Packaged frozen food whsle .....                           | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422420                  | Packaged frozen food whsle .....                           | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42245                   | Confectionery whsle .....                                  | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422450                  | Confectionery whsle .....                                  | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42249                   | Other grocery & related products whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422490                  | Other grocery & related products whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4225                    | Farm-product raw material whsle .....                      | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42259                   | Other farm product raw material whsle .....                | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422590                  | Other farm product raw material whsle .....                | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4225905                 | Other farm-product raw material whsle .....                | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4226                    | Chemical & allied products whsle .....                     | 6                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 42269                   | Other chemical & allied products whsle .....               | 6                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 422690                  | Other chemical & allied products whsle .....               | 6                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4226902                 | Other chemical & allied products whsle .....               | 5                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4227                    | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271                   | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422710                  | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229                    | Miscellaneous nondurable goods whsle .....                 | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                         | <b>Merchant wholesalers .....</b>                          | <b>49</b>               | <b>344 618</b>  | <b>34 667</b>            | <b>9 913</b>                    | <b>1 094</b>  | <b>65 720</b>                | <b>42 127</b>                      | <b>53 386</b>                      |
| 421                     | Wholesale trade, durable goods .....                       | 28                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211                    | Motor vehicle & motor vehicle parts & supplies whsle ..... | 11                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                    | Machinery, equipment, & supplies whsle .....               | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                    | Miscellaneous durable goods whsle ...                      | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42193                   | Recyclable material whsle .....                            | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421930                  | Recyclable material whsle .....                            | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219302                 | Recyclable paper & paperboard whsle .....                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                     | Wholesale trade, nondurable goods .....                    | 21                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4224                    | Grocery & related products whsle .....                     | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42242                   | Packaged frozen food whsle .....                           | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422420                  | Packaged frozen food whsle .....                           | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4226                    | Chemical & allied products whsle .....                     | 4                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 42269                   | Other chemical & allied products whsle .....               | 4                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 422690                  | Other chemical & allied products whsle .....               | 4                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4226902                 | Other chemical & allied products whsle .....               | 4                       | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4227                    | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229                    | Miscellaneous nondurable goods whsle .....                 | 9                       | 10 060          | 820                      | 201                             | 51  | 1 761                        | 985                                | 939                                |
|                         | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                     | Wholesale trade, nondurable goods .....                    | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224                    | Grocery & related products whsle .....                     | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42245                   | Confectionery whsle .....                                  | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422450                  | Confectionery whsle .....                                  | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |

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| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>SUFFOLK, VA (IC)—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>                  | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle . . . . .                                   | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42259      | Other farm product raw material whsle . . . . .                             | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422590     | Other farm product raw material whsle . . . . .                             | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4225905    | Other farm-product raw material whsle . . . . .                             | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>VIRGINIA BEACH, VA (IC)</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 42         | <b>Wholesale trade . . . . .</b>  | 479                     | 1 922 780       | 159 421                  | 36 667                          | 5 642   | 300 634                      | 170 085  | 177 397  |
| 421        | Wholesale trade, durable goods . . . . .                                    | 315                     | 932 699         | 97 331                   | 22 964                          | 2 954   | 187 245                      | 115 195  | 118 782  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 33                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle . . . . .                            | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle . . . . .                            | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                          | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                          | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle . . . . .                                | 20                      | 12 876          | 2 276                    | 532                             | 91  | 4 334                        | 677  | 789  |
| 4213       | Lumber & other construction materials whsle . . . . .                       | 16                      | 87 500          | 5 054                    | 1 024                           | 115   | 10 487                       | 19 546   | 16 638   |
| 42131      | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213101    | Lumber without yard whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle . . . . .                     | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42132      | Brick, stone, & related construction materials whsle . . . . .              | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421320     | Brick, stone, & related construction materials whsle . . . . .              | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213202    | Sand, gravel, & stone whsle . . . . .                                       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 70                      | 201 064         | 31 788                   | 7 678                           | 906   | 53 810                       | 14 812   | 14 395   |
| 42142      | Office equipment whsle . . . . .  | 22                      | 46 127          | 11 004                   | 2 767                           | 328   | 17 270                       | 4 941  | 4 494  |
| 421420     | Office equipment whsle . . . . .  | 22                      | 46 127          | 11 004                   | 2 767                           | 328   | 17 270                       | 4 941  | 4 494  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 26                      | 119 831         | 16 001                   | 3 511                           | 388   | 27 961                       | 6 323  | 6 579  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 26                      | 119 831         | 16 001                   | 3 511                           | 388   | 27 961                       | 6 323  | 6 579  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | 17                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle . . . . .                                  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle . . . . .                                  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 13                      | 138 887         | 14 739                   | 3 315                           | 287   | 26 976                       | 29 217   | 30 620   |
| 42151      | Metal service centers & offices . . . . .                                   | 13                      | 138 887         | 14 739                   | 3 315                           | 287   | 26 976                       | 29 217   | 30 620   |
| 421510     | Metal service centers & offices . . . . .                                   | 13                      | 138 887         | 14 739                   | 3 315                           | 287   | 26 976                       | 29 217   | 30 620   |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151011   | Ferrous metal service centers . . . . .                                     | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215102    | Nonferrous metal service centers & sales offices . . . . .                  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151021   | Nonferrous metal service centers . . . . .                                  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .  | 41                      | 149 641         | 11 144                   | 2 454                           | 359   | 20 200                       | 6 747  | 6 347  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code | Geographic area, type of operation, and kind of business                 | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
|            | <b>VIRGINIA BEACH, VA (IC)—Con.</b>                                      |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421        | Wholesale trade, durable goods—Con.                                      |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....          | 24                      | 57 410          | 5 082                    | 1 276                           | 139   | 10 837                       | 6 681                              | 6 932                              |
| 42171      | Hardware whsle .....   | 12                      | 18 645          | 1 785                    | 398                             | 63  | 5 273                        | 3 687                              | 4 128                              |
| 421710     | Hardware whsle .....   | 12                      | 18 645          | 1 785                    | 398                             | 63  | 5 273                        | 3 687                              | 4 128                              |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle .....          | 6                       | 21 050          | 1 322                    | 232                             | 21  | 2 385                        | 738                                | 764                                |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle .....          | 6                       | 21 050          | 1 322                    | 232                             | 21  | 2 385                        | 738                                | 764                                |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....     | 6                       | 17 715          | 1 975                    | 646                             | 55  | 3 179                        | 2 256                              | 2 040                              |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle .....     | 6                       | 17 715          | 1 975                    | 646                             | 55  | 3 179                        | 2 256                              | 2 040                              |
| 4218       | Machinery, equipment, & supplies whsle .....                             | 55                      | 90 836          | 13 368                   | 3 254                           | 343   | 25 563                       | 17 866                             | 20 153                             |
| 42183      | Industrial machinery & equipment whsle .....                             | 13                      | 21 060          | 5 094                    | 1 422                           | 129   | 9 500                        | 4 977                              | 5 388                              |
| 421830     | Industrial machinery & equipment whsle .....                             | 13                      | 21 060          | 5 094                    | 1 422                           | 129   | 9 500                        | 4 977                              | 5 388                              |
| 42184      | Industrial supplies whsle .....  | 18                      | 40 611          | 4 508                    | 997                             | 102   | 9 087                        | 6 642                              | 7 566                              |
| 421840     | Industrial supplies whsle .....  | 18                      | 40 611          | 4 508                    | 997                             | 102   | 9 087                        | 6 642                              | 7 566                              |
| 4218402    | Mechanical power transmission supplies whsle .....                       | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42185      | Service establishment equipment & supplies whsle .....                   | 14                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421850     | Service establishment equipment & supplies whsle .....                   | 14                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219       | Miscellaneous durable goods whsle ...                                    | 43                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42191      | Sporting & recreational goods & supplies whsle .....                     | 17                      | 31 690          | 2 721                    | 634                             | 115   | 7 150                        | 4 612                              | 5 764                              |
| 421910     | Sporting & recreational goods & supplies whsle .....                     | 17                      | 31 690          | 2 721                    | 634                             | 115   | 7 150                        | 4 612                              | 5 764                              |
| 42199      | Other miscellaneous durable goods whsle .....                            | 12                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable goods whsle .....                            | 12                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4219904    | Prerecorded media whsle .....  | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42199041   | Compact discs/pre-recorded audio tapes, & phonograph records whsle ..... | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods .....                                  | 164                     | 990 081         | 62 090                   | 13 703                          | 2 688   | 113 389                      | 54 890                             | 58 615                             |
| 4221       | Paper & paper product whsle .....  | 22                      | 49 980          | 3 300                    | 711                             | 112   | 8 205                        | 4 086                              | 4 818                              |
| 42212      | Stationery & office supplies whsle ...                                   | 13                      | 32 084          | 2 110                    | 431                             | 75  | 5 540                        | 2 906                              | 3 325                              |
| 422120     | Stationery & office supplies whsle .                                     | 13                      | 32 084          | 2 110                    | 431                             | 75  | 5 540                        | 2 906                              | 3 325                              |
| 4223       | Apparel, piece goods, & notions whsle .                                  | 28                      | 32 194          | 1 913                    | 345                             | 76  | 3 860                        | 695                                | 871                                |
| 42232      | Men's & boys' clothing & furnishings whsle .....                         | 14                      | 18 889          | 1 226                    | 199                             | 46  | 2 325                        | 291                                | 451                                |
| 422320     | Men's & boys' clothing & furnishings whsle .....                         | 14                      | 18 889          | 1 226                    | 199                             | 46  | 2 325                        | 291                                | 451                                |
| 42233      | Women's, children's, & infants' clothing & accessories whsle .....       | 12                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422330     | Women's, children's, & infants' clothing & accessories whsle ....        | 12                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224       | Grocery & related products whsle .....                                   | 50                      | 584 131         | 33 270                   | 7 386                           | 1 694   | 58 220                       | 32 424                             | 36 439                             |
| 42241      | General-line grocery whsle .....   | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422410     | General-line grocery whsle .....   | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224103    | Other general-line grocery whsle .....                                   | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42242      | Packaged frozen food whsle .....   | 12                      | 303 572         | 4 621                    | 1 015                           | 129   | 9 405                        | 22 660                             | 26 142                             |
| 422420     | Packaged frozen food whsle .....   | 12                      | 303 572         | 4 621                    | 1 015                           | 129   | 9 405                        | 22 660                             | 26 142                             |
| 42249      | Other grocery & related products whsle .....                             | 21                      | D               | D                        | D                               | g   | D                            | D                                  | D                                  |
| 422490     | Other grocery & related products whsle .....                             | 21                      | D               | D                        | D                               | g   | D                            | D                                  | D                                  |
| 4224906    | Other grocery specialties whsle .  | 9                       | D               | D                        | D                               | g   | D                            | D                                  | D                                  |
| 4225       | Farm-product raw material whsle .....                                    | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42259      | Other farm product raw material whsle .....                              | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422590     | Other farm product raw material whsle .....                              | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4226       | Chemical & allied products whsle .....                                   | 15                      | 58 418          | 2 856                    | 668                             | 123   | 6 376                        | 524                                | 1 353                              |
| 42269      | Other chemical & allied products whsle .....                             | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422690     | Other chemical & allied products whsle .....                             | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4226902    | Other chemical & allied products whsle .....                             | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |

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|-------------------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>VIRGINIA BEACH, VA (IC)—Con.</b> |   |                         |                  |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                           | <b>Wholesale trade—Con.</b>   |                         |                  |                          |                                 |   |                              |                                    |                                    |
| 422                                 | Wholesale trade, nondurable goods—Con.                              |                         |                  |                          |                                 |   |                              |                                    |                                    |
| 4227                                | Petroleum & petroleum products whsle . . . . .                      | 4                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271                               | Petroleum bulk stations & terminals . . . . .                       | 1                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422710                              | Petroleum bulk stations & terminals . . . . .                       | 1                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227101                             | Petroleum bulk stations & terminals (except LP) . . . . .           | 1                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271011                            | Petroleum bulk stations (except LP) . . . . .                       | 1                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4228                                | Beer, wine, & distilled alcoholic beverage whsle . . . . .          | 4                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42281                               | Beer & ale whsle . . . . .  | 1                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422810                              | Beer & ale whsle . . . . .  | 1                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4229                                | Miscellaneous nondurable goods whsle . . . . .                      | 30                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42291                               | Farm supplies whsle . . . . .                                       | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422910                              | Farm supplies whsle . . . . .                                       | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42293                               | Flower, nursery stock, & florists' supplies whsle . . . . .         | 4                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422930                              | Flower, nursery stock, & florists' supplies whsle . . . . .         | 4                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42294                               | Tobacco & tobacco product whsle . . . . .                           | 1                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422940                              | Tobacco & tobacco product whsle . . . . .                           | 1                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42299                               | Other miscellaneous nondurable goods whsle . . . . .                | 14                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422990                              | Other miscellaneous nondurable goods whsle . . . . .                | 14                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
|                                     | <b>Merchant wholesalers . . . . .</b>                               | <b>402</b>              | <b>1 506 490</b> | <b>143 926</b>           | <b>33 055</b>                   | <b>5 166</b>  | <b>273 134</b>               | <b>166 183</b>                     | <b>173 722</b>                     |
| 421                                 | Wholesale trade, durable goods . . . . .                            | 269                     | 802 470          | 90 319                   | 21 385                          | 2 744   | 174 321                      | 113 559                            | 117 446                            |
| 4211                                | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 30                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42111                               | Automobile & other motor vehicle whsle . . . . .                    | 10                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421110                              | Automobile & other motor vehicle whsle . . . . .                    | 10                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42112                               | Motor vehicle supplies & new parts whsle . . . . .                  | 13                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421120                              | Motor vehicle supplies & new parts whsle . . . . .                  | 13                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212                                | Furniture & home furnishings whsle . . . . .                        | 17                      | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213                                | Lumber & other construction materials whsle . . . . .               | 10                      | 77 081           | 4 385                    | 860                             | 90  | 9 319                        | 18 890                             | 16 084                             |
| 42131                               | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421310                              | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213103                             | Plywood, veneer, millwork, & wood panel whsle . . . . .             | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42132                               | Brick, stone, & related construction materials whsle . . . . .      | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421320                              | Brick, stone, & related construction materials whsle . . . . .      | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213202                             | Sand, gravel, & stone whsle . . . . .                               | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                                | Professional & commercial equipment & supplies whsle . . . . .      | 62                      | 190 245          | 30 157                   | 7 319                           | 866   | 50 963                       | 14 659                             | 14 259                             |
| 42142                               | Office equipment whsle . . . . .                                    | 18                      | 37 378           | 9 569                    | 2 473                           | 293   | 14 822                       | 4 896                              | 4 448                              |
| 421420                              | Office equipment whsle . . . . .                                    | 18                      | 37 378           | 9 569                    | 2 473                           | 293   | 14 822                       | 4 896                              | 4 448                              |
| 42143                               | Computer & computer peripheral equipment & software whsle . . . . . | 24                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421430                              | Computer & computer peripheral equipment & software whsle . . . . . | 24                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4214301                             | Computer & peripheral equipment whsle . . . . .                     | 20                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42143012                            | Computers & peripheral equipment for end use . . . . .              | 16                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42144                               | Other commercial equipment whsle . . . . .                          | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421440                              | Other commercial equipment whsle . . . . .                          | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4215                                | Metal & mineral (except petroleum) whsle . . . . .                  | 12                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42151                               | Metal service centers & offices . . . . .                           | 12                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421510                              | Metal service centers & offices . . . . .                           | 12                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4215101                             | Ferrous metal service centers & sales offices . . . . .             | 9                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151011                            | Ferrous metal service centers . . . . .                             | 7                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215102                             | Nonferrous metal service centers & sales offices . . . . .          | 3                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151021                            | Nonferrous metal service centers . . . . .                          | 2                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |



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| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>VIRGINIA BEACH, VA (IC)—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |  |  |
| 4216       | Electrical goods whsle . . . . .  | 34                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 18                      | 37 060          | 4 056                    | 1 030                           | 113   | 9 030                        | 6 666  | 6 913  |
| 42171      | Hardware whsle . . . . .  | 12                      | 18 645          | 1 785                    | 398                             | 63  | 5 273                        | 3 687  | 4 128  |
| 421710     | Hardware whsle . . . . .  | 12                      | 18 645          | 1 785                    | 398                             | 63  | 5 273                        | 3 687  | 4 128  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 50                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42184      | Industrial supplies whsle . . . . .   | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840     | Industrial supplies whsle . . . . .   | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | 36                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42191      | Sporting & recreational goods & supplies whsle . . . . .                    | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421910     | Sporting & recreational goods & supplies whsle . . . . .                    | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | 11                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4219904    | Prerecorded media whsle . . . . .   | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle . . . . . | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | 133                     | 704 020         | 53 607                   | 11 670                          | 2 422   | 98 813                       | 52 624   | 56 276   |
| 4221       | Paper & paper product whsle . . . . .                                       | 18                      | 45 866          | 2 973                    | 617                             | 100   | 7 613                        | 3 943  | 4 671  |
| 42212      | Stationery & office supplies whsle . . . . .                                | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422120     | Stationery & office supplies whsle . . . . .                                | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                             | 22                      | 9 518           | 1 444                    | 250                             | 64  | 3 061                        | 695  | 871  |
| 42232      | Men's & boys' clothing & furnishings whsle . . . . .                        | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422320     | Men's & boys' clothing & furnishings whsle . . . . .                        | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                                  | 39                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 42241      | General-line grocery whsle . . . . .  | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422410     | General-line grocery whsle . . . . .  | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224103    | Other general-line grocery whsle . . . . .                                  | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42242      | Packaged frozen food whsle . . . . .  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422420     | Packaged frozen food whsle . . . . .  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                            | 19                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                            | 19                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224906    | Other grocery specialties whsle . . . . .                                   | 8                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle . . . . .                                  | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42269      | Other chemical & allied products whsle . . . . .                            | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422690     | Other chemical & allied products whsle . . . . .                            | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whsle . . . . .                            | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                              | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>VIRGINIA BEACH, VA (IC)—Con.</b>                               |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>                                  |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                            |                         |                 |                          |                                 |   |                              |  |  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle.....             | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42281      | Beer & ale whsle.....   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422810     | Beer & ale whsle.....   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle .....                        | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42299      | Other miscellaneous nondurable goods whsle .....                  | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle .....                  | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices ..</b>         | <b>17</b>               | <b>51 191</b>   | <b>7 911</b>             | <b>1 869</b>                    | <b>223</b>  | <b>13 558</b>                | <b>3 843</b>                                   | <b>3 591</b>                                   |
| 421        | Wholesale trade, durable goods .....                              | 10                      | 19 727          | 3 044                    | 705                             | 76  | 5 048                        | 1 577  | 1 252  |
| 422        | Wholesale trade, nondurable goods .....                           | 7                       | 31 464          | 4 867                    | 1 164                           | 147   | 8 510                        | 2 266  | 2 339  |
|            | <b>Agents, brokers, and commission merchants .....</b>            | <b>60</b>               | <b>365 099</b>  | <b>7 584</b>             | <b>1 743</b>                    | <b>253</b>  | <b>13 942</b>                | <b>59</b>                                      | <b>84</b>                                      |
| 421        | Wholesale trade, durable goods .....                              | 36                      | 110 502         | 3 968                    | 874                             | 134   | 7 876                        | 59   | 84   |
| 4216       | Electrical goods whsle .....                                      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216902    | Electronic parts (excluding communications equipment) whsle ..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....   | 6                       | 20 350          | 1 026                    | 246                             | 26  | 1 807                        | 15   | 19   |
| 4219       | Miscellaneous durable goods whsle ...                             | 7                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                           | 24                      | 254 597         | 3 616                    | 869                             | 119   | 6 066                        | —  | —  |
| 4223       | Apparel, piece goods, & notions whsle .                           | 6                       | 22 676          | 469                      | 95                              | 12  | 799                          | —  | —  |
| 4224       | Grocery & related products whsle .....                            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42242      | Packaged frozen food whsle .....                                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422420     | Packaged frozen food whsle .....                                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle .....                             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42259      | Other farm product raw material whsle .....                       | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422590     | Other farm product raw material whsle .....                       | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle .....                        | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42293      | Flower, nursery stock, & florists' supplies whsle .....           | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422930     | Flower, nursery stock, & florists' supplies whsle .....           | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>WAYNESBORO, VA (IC)</b>  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade .....</b>                                      | <b>21</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>g</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods .....                              | 13                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle .....                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....        | 3                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle .....   | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle .....   | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle .....                       | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use .....                | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                           | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4221       | Paper & paper product whsle .....                                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers .....</b>                                 | <b>18</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods .....                              | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle .....                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                           | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|---------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WAYNESBORO, VA (IC)—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
|                                 | <b>Manufacturers' sales branches and sales offices . .</b>          | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>g</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                             | Wholesale trade, durable goods . . . . .                            | 2                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4214                            | Professional & commercial equipment & supplies whsle . . . . .      | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143                           | Computer & computer peripheral equipment & software whsle . . . . . | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 421430                          | Computer & computer peripheral equipment & software whsle . . . . . | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4214301                         | Computer & peripheral equipment whsle . . . . .                     | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143012                        | Computers & peripheral equipment for end use . . . . .              | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| <b>WILLIAMSBURG, VA (IC)</b>    |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                       | <b>Wholesale trade . . . . .</b>                                    | <b>16</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                             | Wholesale trade, durable goods . . . . .                            | 10                      | 17 868          | 1 018                    | 248                             | 22  | 2 079                        | 355  | 680  |
| 4218                            | Machinery, equipment, & supplies whsle . . . . .                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                 | <b>Merchant wholesalers . . . . .</b>                               | <b>13</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                             | Wholesale trade, durable goods . . . . .                            | 7                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                 | <b>Manufacturers' sales branches and sales offices . .</b>          | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                 | <b>Agents, brokers, and commission merchants . . . . .</b>          | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                             | Wholesale trade, durable goods . . . . .                            | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>WINCHESTER, VA (IC)</b>      |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                       | <b>Wholesale trade . . . . .</b>                                    | <b>39</b>               | <b>301 070</b>  | <b>16 405</b>            | <b>4 075</b>                    | <b>569</b>  | <b>45 885</b>                | <b>11 865</b>                                  | <b>12 332</b>                                  |
| 421                             | Wholesale trade, durable goods . . . . .                            | 26                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213                            | Lumber & other construction materials whsle . . . . .               | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42131                           | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421310                          | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213103                         | Plywood, veneer, millwork, & wood panel whsle . . . . .             | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                            | Machinery, equipment, & supplies whsle . . . . .                    | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183                           | Industrial machinery & equipment whsle . . . . .                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830                          | Industrial machinery & equipment whsle . . . . .                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                             | Wholesale trade, nondurable goods . . . . .                         | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                            | Grocery & related products whsle . . . . .                          | 7                       | 76 277          | 5 140                    | 1 306                           | 192   | 9 436                        | 4 990  | 3 473  |
| 42249                           | Other grocery & related products whsle . . . . .                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                          | Other grocery & related products whsle . . . . .                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                            | Petroleum & petroleum products whsle . . . . .                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                           | Petroleum bulk stations & terminals . . . . .                       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                          | Petroleum bulk stations & terminals . . . . .                       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                         | Petroleum bulk stations & terminals (except LP) . . . . .           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011                        | Petroleum bulk stations (except LP) . . . . .                       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                 | <b>Merchant wholesalers . . . . .</b>                               | <b>32</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                             | Wholesale trade, durable goods . . . . .                            | 22                      | 35 614          | 4 008                    | 1 038                           | 158   | 6 963                        | 5 603  | 7 560  |
| 4218                            | Machinery, equipment, & supplies whsle . . . . .                    | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183                           | Industrial machinery & equipment whsle . . . . .                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830                          | Industrial machinery & equipment whsle . . . . .                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code   | Geographic area, type of operation, and kind of business  | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WINCHESTER, VA (IC)—Con.</b>                            |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                           |   |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                 | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . .                  | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249  | Other grocery & related products whsle . . . . .          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle . . . . .          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .            | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals . . . . .             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals . . . . .             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . .</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods . . . . .                  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whsle . . . . .     | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42131  | Lumber, plywood, millwork, & wood panel whsle . . . . .   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421310   | Lumber, plywood, millwork, & wood panel whsle . . . . .   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213103  | Plywood, veneer, millwork, & wood panel whsle . . . . .   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                 | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . .                  | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                   | Geographic area and kind of business                            | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                              |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>ACCOMACK COUNTY, VA</b>   |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | Wholesale trade .....   | 2.0                                      | 22.9                   | 2.6                                      | 29.2                   | D   | D                      | D   | D                      |
| 421                          | Wholesale trade, durable goods .....                            | 3.0                                      | 6.9                    | D  | D                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                         | 1.8                                      | 26.2                   | D  | D                      | —   | —                      | —   | —                      |
| 4224                         | Grocery & related products whsle .....                          | .9                                       | 39.6                   | 1.4                                      | 57.5                   | —   | —                      | —   | —                      |
| 42246                        | Fish & seafood whsle .....                                      | —  | 21.6                   | —  | 21.6                   | —   | —                      | —   | —                      |
| 422460                       | Fish & seafood whsle .....                                      | —  | 21.6                   | —  | 21.6                   | —   | —                      | —   | —                      |
| <b>ALBEMARLE COUNTY, VA</b>  |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | Wholesale trade .....   | 15.2                                     | .8                     | D  | D                      | —   | —                      | D   | D                      |
| 421                          | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4213                         | Lumber & other construction materials whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                         | Professional & commercial equipment & supplies whsle .....      | 11.5                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42143                        | Computer & computer peripheral equipment & software whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421430                       | Computer & computer peripheral equipment & software whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215                         | Metal & mineral (except petroleum) whsle .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                         | Machinery, equipment, & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185                        | Service establishment equipment & supplies whsle .....          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850                       | Service establishment equipment & supplies whsle .....          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218502                      | Custodial, janitors' equipment & supplies whsle .....           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4224                         | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42243                        | Dairy products, (except dried or canned) whsle .....            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422430                       | Dairy products, (except dried or canned) whsle .....            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224302                      | Dairy product (except raw milk) whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249                        | Other grocery & related products whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490                       | Other grocery & related products whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>ALLEGHANY COUNTY, VA</b>  |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | Wholesale trade .....   | 22.9                                     | —                      | 22.9                                     | —                      | —   | —                      | —   | —                      |
| <b>AMELIA COUNTY, VA</b>     |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | Wholesale trade .....   | 25.7                                     | —                      | 25.7                                     | —                      | —   | —                      | —   | —                      |
| 421                          | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                        | Automobile & other motor vehicle whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421110                       | Automobile & other motor vehicle whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                         | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>AMHERST COUNTY, VA</b>    |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | Wholesale trade .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421                          | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215                         | Metal & mineral (except petroleum) whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151                        | Metal service centers & offices .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510                       | Metal service centers & offices .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215101                      | Ferrous metal service centers & sales offices .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                         | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229                         | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294                        | Tobacco & tobacco product whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940                       | Tobacco & tobacco product whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>APPOMATTOX COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | Wholesale trade .....   | —  | 1.2                    | D  | D                      | —   | —                      | D   | D                      |
| 421                          | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code                  | Geographic area and kind of business                                   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|-----------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                             |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>ARLINGTON COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                   | <b>Wholesale trade</b> .....   | <b>5.5</b>                               | <b>3.3</b>             | <b>10.3</b>                              | <b>4.8</b>             | —   | <b>1.7</b>             | —   | —                      |
| 421                         | Wholesale trade, durable goods .....                                   | 6.6                                      | 3.6                    | D  | D                      | D   | D                      | D   | D                      |
| 4211                        | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                       | Automobile & other motor vehicle whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421110                      | Automobile & other motor vehicle whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112                       | Motor vehicle supplies & new parts whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120                      | Motor vehicle supplies & new parts whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                        | Lumber & other construction materials whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42139                       | Other construction materials whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421390                      | Other construction materials whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213902                     | Other construction materials whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                        | Professional & commercial equipment & supplies whsle .....             | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42142                       | Office equipment whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421420                      | Office equipment whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143                       | Computer & computer peripheral equipment & software whsle .....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421430                      | Computer & computer peripheral equipment & software whsle .....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214301                     | Computer & peripheral equipment whsle ..                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143011                    | Computers & peripheral equipment for resale .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143012                    | Computers & peripheral equipment for end use .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216                        | Electrical goods whsle .....   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42169                       | Other electronic parts & equipment whsle .....                         | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 421690                      | Other electronic parts & equipment whsle .....                         | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4216901                     | Communications equipment & supplies whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216902                     | Electronic parts (excluding communications equipment) whsle .....      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4218                        | Machinery, equipment, & supplies whsle .....                           | —  | 34.4                   | D  | D                      | —   | —                      | —   | —                      |
| 42186                       | Transportation equipment & supplies (exc motor vehicle) whsle .....    | —  | 38.2                   | —  | —                      | —   | —                      | —   | —                      |
| 421860                      | Transportation equipment & supplies (exc motor vehicle) whsle .....    | —  | 38.2                   | —  | —                      | —   | —                      | —   | —                      |
| 4219                        | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                         | Wholesale trade, nondurable goods .....                                | 1.4                                      | 2.3                    | D  | D                      | D   | D                      | —   | —                      |
| 4221                        | Paper & paper product whsle .....                                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42212                       | Stationery & office supplies whsle .....                               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422120                      | Stationery & office supplies whsle .....                               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224                        | Grocery & related products whsle .....                                 | 9.0                                      | .7                     | D  | D                      | —   | —                      | —   | —                      |
| 4226                        | Chemical & allied products whsle .....                                 | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42269                       | Other chemical & allied products whsle .....                           | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422690                      | Other chemical & allied products whsle .....                           | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4226902                     | Other chemical & allied products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                        | Miscellaneous nondurable goods whsle .....                             | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42292                       | Book, periodical, & newspaper whsle .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422920                      | Book, periodical, & newspaper whsle .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>AUGUSTA COUNTY, VA</b>   |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                   | <b>Wholesale trade</b> .....   | <b>1.4</b>                               | <b>.1</b>              | <b>1.6</b>                               | <b>.1</b>              | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                         | Wholesale trade, durable goods .....                                   | .1                                       | .2                     | D  | D                      | —   | —                      | —   | —                      |
| 4213                        | Lumber & other construction materials whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                        | Professional & commercial equipment & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                        | Machinery, equipment, & supplies whsle .....                           | .3                                       | .3                     | D  | D                      | —   | —                      | —   | —                      |
| 42181                       | Construction & mining (except petroleum) machinery & equip whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421810                      | Construction & mining (except petroleum) machinery & equip whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4219                        | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                         | Wholesale trade, nondurable goods .....                                | 2.6                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4224                        | Grocery & related products whsle .....                                 | 3.7                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42249                       | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490                      | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903                     | Soft drinks whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228                        | Beer, wine, & distilled alcoholic beverage whsle ..                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42281                       | Beer & ale whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810                      | Beer & ale whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                        | Miscellaneous nondurable goods whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42291                       | Farm supplies whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910                      | Farm supplies whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229101                     | Farm supplies—farm dealers .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                  | Geographic area and kind of business                       | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|-----------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                             |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BATH COUNTY, VA</b>      |  |  |                        |  |                        |   |                        |   |                        |
| 42                          | Wholesale trade .....                                      | D  | D                      | D  | D                      | D   | D                      | -   | -                      |
| 421                         | Wholesale trade, durable goods .....                       | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| <b>BEDFORD COUNTY, VA</b>   |  |  |                        |  |                        |   |                        |   |                        |
| 42                          | Wholesale trade .....                                      | .1                                       | 1.2                    | D  | D                      | D   | D                      | D   | D                      |
| 421                         | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4211                        | Motor vehicle & motor vehicle parts & supplies whsle ..... | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4218                        | Machinery, equipment, & supplies whsle .....               | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4219                        | Miscellaneous durable goods whsle .....                    | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 422                         | Wholesale trade, nondurable goods .....                    | D  | D                      | -  | -                      | D   | D                      | -   | -                      |
| 4227                        | Petroleum & petroleum products whsle .....                 | D  | D                      | -  | -                      | D   | D                      | -   | -                      |
| 42271                       | Petroleum bulk stations & terminals .....                  | D  | D                      | -  | -                      | D   | D                      | -   | -                      |
| 422710                      | Petroleum bulk stations & terminals .....                  | D  | D                      | -  | -                      | D   | D                      | -   | -                      |
| 4227101                     | Petroleum bulk stations & terminals (except LP) .....      | D  | D                      | -  | -                      | D   | D                      | -   | -                      |
| <b>BLAND COUNTY, VA</b>     |  |  |                        |  |                        |   |                        |   |                        |
| 42                          | Wholesale trade .....                                      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421                         | Wholesale trade, durable goods .....                       | 1.8                                      | -                      | 1.8                                      | -                      | -   | -                      | -   | -                      |
| 4218                        | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                         | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4222                        | Drugs, & druggists' sundries whsle .....                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42221                       | Drugs, & druggists' sundries whsle .....                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422210                      | Drugs, & druggists' sundries whsle .....                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| <b>BOTETOURT COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| 42                          | Wholesale trade .....                                      | .2                                       | .4                     | .1                                       | .2                     | D   | D                      | D   | D                      |
| 421                         | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4211                        | Motor vehicle & motor vehicle parts & supplies whsle ..... | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42111                       | Automobile & other motor vehicle whsle .....               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421110                      | Automobile & other motor vehicle whsle .....               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4211105                     | Heavy truck & tractor (over 26,000 lb) whsle .....         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4218                        | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                         | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 4228                        | Beer, wine, & distilled alcoholic beverage whsle ..        | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4229                        | Miscellaneous nondurable goods whsle .....                 | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42291                       | Farm supplies whsle .....                                  | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422910                      | Farm supplies whsle .....                                  | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4229102                     | Farm supplies—whsle distributors .....                     | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| <b>BRUNSWICK COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| 42                          | Wholesale trade .....                                      | -  | -                      | D  | D                      | -   | -                      | D   | D                      |
| 421                         | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4219                        | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42199                       | Other miscellaneous durable goods whsle .....              | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421990                      | Other miscellaneous durable goods whsle .....              | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                         | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                     | Geographic area and kind of business                                   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|--------------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BUCHANAN COUNTY, VA</b>     |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....  | 32.0                                     | 2.9                    | D  | D                      | D   | D                      | D   | D                      |
| 421                            | Wholesale trade, durable goods .....                                   | 35.7                                     | 3.3                    | D  | D                      | —   | —                      | —   | —                      |
| 4215                           | Metal & mineral (except petroleum) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                           | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42181                          | Construction & mining (except petroleum) machinery & equip whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421810                         | Construction & mining (except petroleum) machinery & equip whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                                | 27.3                                     | 2.4                    | D  | D                      | —   | —                      | —   | —                      |
| 4226                           | Chemical & allied products whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269                          | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690                         | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                           | Petroleum & petroleum products whsle .....                             | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42271                          | Petroleum bulk stations & terminals .....                              | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                         | Petroleum bulk stations & terminals .....                              | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4227101                        | Petroleum bulk stations & terminals (except LP) .....                  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42271011                       | Petroleum bulk stations (except LP) .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BUCKINGHAM COUNTY, VA</b>   |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....  | 64.0                                     | —                      | 64.0                                     | —                      | —   | —                      | —   | —                      |
| 421                            | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                           | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199                          | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990                         | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>CAMPBELL COUNTY, VA</b>     |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421                            | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                          | Automobile & other motor vehicle whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421110                         | Automobile & other motor vehicle whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211102                        | Bus & recreational vehicle whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114                          | Motor vehicle parts, (used) whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                         | Motor vehicle parts, (used) whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                           | Furniture & home furnishings whsle .....                               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217                           | Hardware, & plumbing & heating equipment & supplies whsle .....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                           | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183                          | Industrial machinery & equipment whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421830                         | Industrial machinery & equipment whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4219                           | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199                          | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990                         | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222                           | Drugs, & druggists' sundries whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42221                          | Drugs, & druggists' sundries whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422210                         | Drugs, & druggists' sundries whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222101                        | General-line drugs whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                           | Grocery & related products whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>CAROLINE COUNTY, VA</b>     |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....  | 3.1                                      | 2.8                    | 3.1                                      | 2.8                    | —   | —                      | —   | —                      |
| 421                            | Wholesale trade, durable goods .....                                   | 6.6                                      | 4.0                    | 6.6                                      | 4.0                    | —   | —                      | —   | —                      |
| 4219                           | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                                | —  | 1.6                    | —  | 1.6                    | —   | —                      | —   | —                      |
| 4227                           | Petroleum & petroleum products whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                          | Petroleum bulk stations & terminals .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                         | Petroleum bulk stations & terminals .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>CARROLL COUNTY, VA</b>      |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....  | 3.5                                      | .1                     | D  | D                      | D   | D                      | D   | D                      |
| 421                            | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                           | Grocery & related products whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>CHARLES CITY COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |

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|--------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>CHARLOTTE COUNTY, VA</b>    |   |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....   | 12.2                                     | .3                     | 12.2                                     | .3                     | —   | —                      | —   | —                      |
| 421                            | Wholesale trade, durable goods .....                                    | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                                 | 30.5                                     | .7                     | 30.5                                     | .7                     | —   | —                      | —   | —                      |
| <b>CHESTERFIELD COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....   | 4.2                                      | 4.4                    | 7.6                                      | 6.9                    | D   | D                      | D   | D                      |
| 421                            | Wholesale trade, durable goods .....                                    | 4.7                                      | 3.5                    | D  | D                      | —   | 7.4                    | D   | D                      |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle .....              | 2.2                                      | 1.4                    | D  | D                      | —   | —                      | —   | —                      |
| 42111                          | Automobile & other motor vehicle whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421110                         | Automobile & other motor vehicle whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211105                        | Heavy truck & tractor (over 26,000 lb) whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112                          | Motor vehicle supplies & new parts whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120                         | Motor vehicle supplies & new parts whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211202                        | Motor vehicle supplies & new parts—jobbers .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114                          | Motor vehicle parts, (used) whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                         | Motor vehicle parts, (used) whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                           | Furniture & home furnishings whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42121                          | Furniture whsle .....   | D  | D                      | 64.1                                     | 32.1                   | —   | —                      | —   | —                      |
| 421210                         | Furniture whsle .....   | D  | D                      | 64.1                                     | 32.1                   | —   | —                      | —   | —                      |
| 4212101                        | Household & lawn furniture whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                           | Lumber & other construction materials whsle .....                       | 6.2                                      | 11.5                   | D  | D                      | —   | —                      | D   | D                      |
| 42131                          | Lumber, millwork, & wood panel whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421310                         | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213101                        | Lumber without yard whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42132                          | Brick, stone, & related construction materials whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421320                         | Brick, stone, & related construction materials whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42133                          | Roofing, siding, & insulation material whsle .....                      | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421330                         | Roofing, siding, & insulation material whsle .....                      | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4213301                        | Roofing, siding, & insulation material whsle .....                      | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42139                          | Other construction materials whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421390                         | Other construction materials whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213902                        | Other construction materials whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                           | Professional & commercial equipment & supplies whsle .....              | 17.9                                     | 3.3                    | 26.8                                     | 5.0                    | —   | —                      | D   | D                      |
| 42143                          | Computer & computer peripheral equipment & software whsle .....         | D  | D                      | 70.2                                     | 7.9                    | —   | —                      | —   | —                      |
| 421430                         | Computer & computer peripheral equipment & software whsle .....         | D  | D                      | 70.2                                     | 7.9                    | —   | —                      | —   | —                      |
| 4214301                        | Computer & peripheral equipment whsle .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214302                        | Computer software (packaged) whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42144                          | Other commercial equipment whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421440                         | Other commercial equipment whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42145                          | Medical, dental, & hospital equipment & supplies whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421450                         | Medical, dental, & hospital equipment & supplies whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214501                        | Surgical, medical, & hospital supplies whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215                           | Metal & mineral (except petroleum) whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151                          | Metal service centers & offices .....                                   | D  | D                      | —  | 5.0                    | —   | —                      | —   | —                      |
| 421510                         | Metal service centers & offices .....                                   | D  | D                      | —  | 5.0                    | —   | —                      | —   | —                      |
| 4215101                        | Ferrous metal service centers & sales offices .....                     | D  | D                      | —  | 5.0                    | —   | —                      | —   | —                      |
| 42151011                       | Ferrous metal service centers .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42151012                       | Ferrous metal sales offices .....                                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216                           | Electrical goods whsle .....  | .1                                       | 1.2                    | D  | D                      | —   | —                      | D   | D                      |
| 42161                          | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | .2                                       | —                      | —   | —                      | D   | D                      |
| 421610                         | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | .2                                       | —                      | —   | —                      | D   | D                      |
| 42169                          | Other electronic parts & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421690                         | Other electronic parts & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4216901                        | Communications equipment & supplies whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216902                        | Electronic parts (excluding communications equipment) whsle .....       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

Table 6. **Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area and kind of business                                      | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>CHESTERFIELD COUNTY, VA—Con.</b>                                       |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                                       |  |                        |  |                        |   |                        |   |                        |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .       | 1.1                                      | 10.0                   | D  | D                      | —   | —                      | D   | D                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                          | 1.8                                      | .6                     | 2.8                                      | .2                     | D   | D                      | D   | D                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                          | 2.4                                      | 1.0                    | 4.1                                      | .3                     | D   | D                      | D   | D                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                          | 2.4                                      | 1.0                    | 4.1                                      | .3                     | D   | D                      | D   | D                      |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . . | —  | 5.2                    | —  | —                      | —   | —                      | —   | —                      |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle . . . . .      | —  | 7.7                    | —  | —                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .          | —  | —                      | —  | —                      | —   | —                      | D   | D                      |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                    | 6.5                                      | .6                     | D  | D                      | —   | —                      | D   | D                      |
| 42184      | Industrial supplies whsle . . . . .                                       | .1                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .                                       | .1                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218404    | Industrial containers & supplies whsle . . . . .                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4218501    | Beauty & barber shop equipment & supplies whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                               | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42199      | Other miscellaneous durable goods whsle . . . . .                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle . . . . .                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                               | 2.9                                      | 6.9                    | D  | D                      | D   | D                      | D   | D                      |
| 4221       | Paper & paper product whsle . . . . .                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle . . . . .                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle . . . . .                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle . . . . .                                | 5.0                                      | 3.0                    | 7.8                                      | 4.7                    | D   | D                      | —   | —                      |
| 42269      | Other chemical & allied products whsle . . . . .                          | 5.7                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422690     | Other chemical & allied products whsle . . . . .                          | 5.7                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle . . . . .                          | 5.7                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle . . . . .                            | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals . . . . .                             | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals . . . . .                             | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42291      | Farm supplies whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>CLARKE COUNTY, VA</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>  | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>—</b>  | <b>—</b>               |
| 421        | Wholesale trade, durable goods . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>CRAIG COUNTY, VA</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>  | <b>—</b>                                 | <b>9.3</b>             | <b>—</b>                                 | <b>9.3</b>             | <b>—</b>  | <b>—</b>               | <b>—</b>  | <b>—</b>               |

See footnotes at end of table.

Table 6. **Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

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|------------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                              |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>CULPEPER COUNTY, VA</b>   |  |  |                        |  |                        |   |                        |   |                        |
| 42                           | Wholesale trade .....  | .6                                       | 4.8                    | D  | D                      | —   | —                      | D   | D                      |
| 421                          | Wholesale trade, durable goods .....                         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4218                         | Machinery, equipment, & supplies whsle .....                 | —  | 1.5                    | D  | D                      | —   | —                      | D   | D                      |
| 42185                        | Service establishment equipment & supplies whsle .....       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421850                       | Service establishment equipment & supplies whsle .....       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218504                      | Other service establishment equipment & supplies whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                         | Petroleum & petroleum products whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                        | Petroleum bulk stations & terminals .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                       | Petroleum bulk stations & terminals .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                         | Miscellaneous nondurable goods whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294                        | Tobacco & tobacco product whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940                       | Tobacco & tobacco product whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>CUMBERLAND COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| 42                           | Wholesale trade .....  | 34.5                                     | —                      | 34.5                                     | —                      | —   | —                      | —   | —                      |
| <b>DICKENSON COUNTY, VA</b>  |  |  |                        |  |                        |   |                        |   |                        |
| 42                           | Wholesale trade .....  | 9.5                                      | —                      | 9.5                                      | —                      | —   | —                      | —   | —                      |
| 421                          | Wholesale trade, durable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>DINWIDDIE COUNTY, VA</b>  |  |  |                        |  |                        |   |                        |   |                        |
| 42                           | Wholesale trade .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421                          | Wholesale trade, durable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223                         | Apparel, piece goods, & notions whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42232                        | Men's & boys' clothing & furnishings whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422320                       | Men's & boys' clothing & furnishings whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229                         | Miscellaneous nondurable goods whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42292                        | Book, periodical, & newspaper whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422920                       | Book, periodical, & newspaper whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>ESSEX COUNTY, VA</b>      |  |  |                        |  |                        |   |                        |   |                        |
| 42                           | Wholesale trade .....  | 48.7                                     | —                      | D  | D                      | D   | D                      | —   | —                      |
| 421                          | Wholesale trade, durable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                         | Machinery, equipment, & supplies whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182                        | Farm & garden machinery & equipment whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820                       | Farm & garden machinery & equipment whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218201                      | Farm machinery & equipment—farm dealers .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229                         | Miscellaneous nondurable goods whsle .....                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

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|---------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                           |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>FAIRFAX COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                        | <b>Wholesale trade</b> .....                                    | 2.3                                      | 3.2                    | 5.2                                      | 4.8                    | —   | 2.1                    | .1  | .2                     |
| 421                       | Wholesale trade, durable goods .....                            | 1.7                                      | 3.4                    | 3.6                                      | 4.9                    | —   | 2.1                    | .2  | .5                     |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42111                     | Automobile & other motor vehicle whsle .....                    | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 421110                    | Automobile & other motor vehicle whsle .....                    | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4211101                   | Automobile & motorcycle whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211103                   | Light truck & van (14,000 lb or less) whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4211105                   | Heavy truck & tractor (over 26,000 lb) whsle .....              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42112                     | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120                    | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211201                   | Motor vehicle supplies & new parts—warehouse distributors ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211202                   | Motor vehicle supplies & new parts—jobbers .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114                     | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                    | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                      | Furniture & home furnishings whsle .....                        | 4.9                                      | 2.6                    | 8.3                                      | 4.5                    | —   | —                      | D   | D                      |
| 42121                     | Furniture whsle .....   | 3.1                                      | 2.5                    | D  | D                      | —   | —                      | D   | D                      |
| 421210                    | Furniture whsle .....   | 3.1                                      | 2.5                    | D  | D                      | —   | —                      | D   | D                      |
| 4212101                   | Household & lawn furniture whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212102                   | Office & business furniture whsle .....                         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42122                     | Home furnishings whsle .....                                    | 9.2                                      | 3.0                    | D  | D                      | —   | —                      | —   | —                      |
| 421220                    | Home furnishings whsle .....                                    | 9.2                                      | 3.0                    | D  | D                      | —   | —                      | —   | —                      |
| 4212203                   | Floor coverings whsle .....                                     | D  | D                      | 10.7                                     | 1.0                    | —   | —                      | —   | —                      |
| 4213                      | Lumber & other construction materials whsle .....               | 27.1                                     | 3.1                    | 43.9                                     | 3.5                    | D   | D                      | D   | D                      |
| 42131                     | Lumber, plywood, millwork, & wood panel whsle .....             | 22.2                                     | —                      | D  | D                      | —   | —                      | D   | D                      |
| 421310                    | Lumber, plywood, millwork, & wood panel whsle .....             | 22.2                                     | —                      | D  | D                      | —   | —                      | D   | D                      |
| 4213102                   | Lumber with yard whsle .....                                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213103                   | Plywood, veneer, millwork, & wood panel whsle .....             | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42132                     | Brick, stone, & related construction materials whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421320                    | Brick, stone, & related construction materials whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213201                   | Brick, block, tile, clay/cement sewer pipe whsle .....          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213203                   | Cement, lime, & related products whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42133                     | Roofing, siding, & insulation material whsle .....              | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421330                    | Roofing, siding, & insulation material whsle .....              | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4213301                   | Roofing, siding, & insulation material whsle .....              | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42139                     | Other construction materials whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421390                    | Other construction materials whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213902                   | Other construction materials whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                      | Professional & commercial equipment & supplies whsle .....      | 2.2                                      | 5.4                    | 3.8                                      | 5.3                    | —   | 5.8                    | .7  | —                      |
| 42141                     | Photographic equipment & supplies whsle .....                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421410                    | Photographic equipment & supplies whsle .....                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42142                     | Office equipment whsle .....                                    | .9                                       | 2.0                    | D  | D                      | D   | D                      | —   | —                      |
| 421420                    | Office equipment whsle .....                                    | .9                                       | 2.0                    | D  | D                      | D   | D                      | —   | —                      |
| 42143                     | Computer & computer peripheral equipment & software whsle ..... | 2.1                                      | 5.6                    | 3.5                                      | 5.0                    | D   | D                      | D   | D                      |
| 421430                    | Computer & computer peripheral equipment & software whsle ..... | 2.1                                      | 5.6                    | 3.5                                      | 5.0                    | D   | D                      | D   | D                      |
| 4214301                   | Computer & peripheral equipment whsle .....                     | 2.3                                      | 5.1                    | D  | D                      | D   | D                      | —   | —                      |
| 42143011                  | Computers & peripheral equipment for resale .....               | 3.3                                      | 3.7                    | D  | D                      | —   | —                      | —   | —                      |
| 42143012                  | Computers & peripheral equipment for end use .....              | 1.9                                      | 5.7                    | D  | D                      | D   | D                      | —   | —                      |
| 4214302                   | Computer software (packaged) whsle .....                        | .5                                       | 10.4                   | D  | D                      | —   | —                      | D   | D                      |
| 42144                     | Other commercial equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421440                    | Other commercial equipment whsle .....                          | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4214402                   | Store machines & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42145                     | Medical, dental, & hospital equipment & supplies whsle .....    | 3.6                                      | 11.4                   | 4.6                                      | 15.0                   | —   | —                      | D   | D                      |
| 421450                    | Medical, dental, & hospital equipment & supplies whsle .....    | 3.6                                      | 11.4                   | 4.6                                      | 15.0                   | —   | —                      | D   | D                      |
| 4214501                   | Surgical, medical, & hospital supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42149                     | Other professional equipment & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421490                    | Other professional equipment & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214902                   | Other professional equipment & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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| NAICS code | Geographic area and kind of business                                     | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>FAIRFAX COUNTY, VA—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                                      |  |                        |  |                        |   |                        |   |                        |
| 4215       | Metal & mineral (except petroleum) whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151      | Metal service centers & offices .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510     | Metal service centers & offices .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215101    | Ferrous metal service centers & sales offices .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216       | Electrical goods whsle .....   | .7                                       | 7.7                    | D  | D                      | D   | D                      | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle .....  | 2.1                                      | .2                     | D  | D                      | D   | D                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle .....  | 2.1                                      | .2                     | D  | D                      | D   | D                      | —   | —                      |
| 42162      | Electrical appliance, television & radio set whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421620     | Electrical appliance, television & radio set whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle .....                           | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421690     | Other electronic parts & equipment whsle .....                           | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4216901    | Communications equipment & supplies whsle .....                          | .2                                       | 7.6                    | D  | D                      | D   | D                      | D   | D                      |
| 4216902    | Electronic parts (excluding communications equipment) whsle .....        | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....          | 1.3                                      | 2.5                    | D  | D                      | D   | D                      | D   | D                      |
| 42171      | Hardware whsle .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421710     | Hardware whsle .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle .....          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle .....          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....     | .6                                       | 3.8                    | D  | D                      | D   | D                      | D   | D                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle .....     | .6                                       | 3.8                    | D  | D                      | D   | D                      | D   | D                      |
| 4218       | Machinery, equipment, & supplies whsle .....                             | 8.2                                      | 3.6                    | D  | D                      | D   | D                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle .....   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle .....   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle .....                             | 17.0                                     | 7.3                    | D  | D                      | D   | D                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle .....                             | 17.0                                     | 7.3                    | D  | D                      | D   | D                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle .....             | 8.9                                      | .8                     | D  | D                      | —   | —                      | —   | —                      |
| 4218307    | Other industrial machinery & equipment whsle .....                       | 27.5                                     | 1.8                    | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle .....      | .4                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle .....      | .4                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218602    | Marine machinery, equipment, & supplies whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42191      | Sporting & recreational goods & supplies whsle .....                     | 2.9                                      | .1                     | D  | D                      | —   | —                      | —   | —                      |
| 421910     | Sporting & recreational goods & supplies whsle .....                     | 2.9                                      | .1                     | D  | D                      | —   | —                      | —   | —                      |
| 42192      | Toy & hobby goods & supplies whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421920     | Toy & hobby goods & supplies whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle .....    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle .....    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219401    | Jewelry, watch, diamonds, precious stone, & silverware whsle .....       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle .....                            | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421990     | Other miscellaneous durable goods whsle .....                            | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4219904    | Prerecorded media whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42199041   | Compact discs/pre-recorded audio tapes, & phonograph records whsle ..... | D  | D                      | —  | —                      | —   | —                      | D   | D                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                     | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|--------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>FAIRFAX COUNTY, VA—Con.</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                      | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 422                            | Wholesale trade, nondurable goods .....                                 | 4.7                                      | 2.6                    | 13.7                                     | 4.6                    | —   | 2.2                    | .1  | —                      |
| 4221                           | Paper & paper product whsle .....                                       | 2.9                                      | 4.5                    | 5.3                                      | 5.9                    | D   | D                      | —   | —                      |
| 42211                          | Printing & writing paper whsle .....                                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422110                         | Printing & writing paper whsle .....                                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42212                          | Stationery & office supplies whsle .....                                | 4.4                                      | 6.8                    | D  | D                      | —   | —                      | —   | —                      |
| 422120                         | Stationery & office supplies whsle .....                                | 4.4                                      | 6.8                    | D  | D                      | —   | —                      | —   | —                      |
| 4222                           | Drugs, & druggists' sundries whsle .....                                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42221                          | Drugs, & druggists' sundries whsle .....                                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422210                         | Drugs, & druggists' sundries whsle .....                                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4222102                        | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4223                           | Apparel, piece goods, & notions whsle .....                             | 23.4                                     | 27.0                   | 32.9                                     | 18.5                   | —   | —                      | —   | —                      |
| 42232                          | Men's & boys' clothing & furnishings whsle .....                        | 1.2                                      | 41.6                   | —  | —                      | —   | —                      | —   | —                      |
| 422320                         | Men's & boys' clothing & furnishings whsle .....                        | 1.2                                      | 41.6                   | —  | —                      | —   | —                      | —   | —                      |
| 42233                          | Women's, children's, & infants' clothing & accessories whsle .....      | 55.1                                     | 34.3                   | D  | D                      | —   | —                      | —   | —                      |
| 422330                         | Women's, children's, & infants' clothing & accessories whsle .....      | 55.1                                     | 34.3                   | D  | D                      | —   | —                      | —   | —                      |
| 4224                           | Grocery & related products whsle .....                                  | 3.8                                      | 2.9                    | 10.0                                     | 7.1                    | D   | D                      | D   | D                      |
| 42241                          | General-line grocery whsle .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422410                         | General-line grocery whsle .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4224103                        | Other general-line grocery whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42243                          | Dairy products, (except dried or canned) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422430                         | Dairy products, (except dried or canned) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224301                        | Raw milk whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42247                          | Meat & meat product whsle .....   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422470                         | Meat & meat product whsle .....   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42249                          | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422490                         | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4224902                        | Bread & baked goods whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903                        | Soft drinks whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4226                           | Chemical & allied products whsle .....                                  | 5.0                                      | 4.9                    | D  | D                      | —   | —                      | —   | —                      |
| 42269                          | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690                         | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902                        | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                           | Petroleum & petroleum products whsle .....                              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271                          | Petroleum bulk stations & terminals .....                               | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422710                         | Petroleum bulk stations & terminals .....                               | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4227101                        | Petroleum bulk stations & terminals (except LP) .....                   | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 42271011                       | Petroleum bulk stations (except LP) .....                               | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271012                       | Petroleum bulk terminals (except LP) .....                              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42272                          | Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422720                         | Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228                           | Beer, wine, & distilled alcoholic beverage whsle ..                     | 16.8                                     | .2                     | D  | D                      | —   | —                      | —   | —                      |
| 42281                          | Beer & ale whsle .....  | 7.0                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422810                         | Beer & ale whsle .....  | 7.0                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42282                          | Wine & distilled alcoholic beverage whsle .....                         | 41.4                                     | .7                     | D  | D                      | —   | —                      | —   | —                      |
| 422820                         | Wine & distilled alcoholic beverage whsle .....                         | 41.4                                     | .7                     | D  | D                      | —   | —                      | —   | —                      |
| 4228201                        | Wine & distilled alcoholic bev (licensed operation) whsle .....         | 41.4                                     | .7                     | D  | D                      | —   | —                      | —   | —                      |
| 4229                           | Miscellaneous nondurable goods whsle .....                              | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42292                          | Book, periodical, & newspaper whsle .....                               | D  | D                      | 15.4                                     | 21.7                   | D   | D                      | —   | —                      |
| 422920                         | Book, periodical, & newspaper whsle .....                               | D  | D                      | 15.4                                     | 21.7                   | D   | D                      | —   | —                      |
| 42293                          | Flower, nursery stock, & florists' supplies whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422930                         | Flower, nursery stock, & florists' supplies whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294                          | Tobacco & tobacco product whsle .....                                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940                         | Tobacco & tobacco product whsle .....                                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42295                          | Paint, varnish, & supplies whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422950                         | Paint, varnish, & supplies whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229501                        | Paint, varnish, & supplies whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42299                          | Other miscellaneous nondurable goods whsle ..                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422990                         | Other miscellaneous nondurable goods whsle .....                        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4229901                        | Art goods whsle .....   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4229904                        | Other nondurable goods whsle .....                                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|----------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>FAUQUIER COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                  | <b>Wholesale trade .....</b>   | <b>5.0</b>                               | <b>2.5</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                        | Wholesale trade, durable goods .....                                   | 9.4                                      | 5.2                    | 11.6                                     | 5.5                    | —   | —                      | D   | D                      |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                       | Machinery, equipment, & supplies whsle .....                           | 10.9                                     | 4.0                    | D  | D                      | —   | —                      | —   | —                      |
| 42181                      | Construction & mining (except petroleum) machinery & equip whsle ..... | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421810                     | Construction & mining (except petroleum) machinery & equip whsle ..... | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422                        | Wholesale trade, nondurable goods .....                                | .9                                       | —                      | D  | D                      | D   | D                      | D   | D                      |
| 4224                       | Grocery & related products whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249                      | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490                     | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903                    | Soft drinks whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227                       | Petroleum & petroleum products whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                      | Petroleum bulk stations & terminals .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710                     | Petroleum bulk stations & terminals .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101                    | Petroleum bulk stations & terminals (except LP) .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011                   | Petroleum bulk stations (except LP) .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>FLOYD COUNTY, VA</b>    |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                  | <b>Wholesale trade .....</b>   | <b>24.7</b>                              | <b>.6</b>              | <b>24.7</b>                              | <b>.6</b>              | <b>—</b>  | <b>—</b>               | <b>—</b>  | <b>—</b>               |
| 421                        | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>FLUVANNA COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                  | <b>Wholesale trade .....</b>   | <b>D</b>                                 | <b>D</b>               | <b>16.2</b>                              | <b>—</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                        | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4215                       | Metal & mineral (except petroleum) whsle .....                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42151                      | Metal service centers & offices .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421510                     | Metal service centers & offices .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4215101                    | Ferrous metal service centers & sales offices .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42151011                   | Ferrous metal service centers .....                                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>FRANKLIN COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                  | <b>Wholesale trade .....</b>   | <b>6.7</b>                               | <b>5.2</b>             | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421                        | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                       | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182                      | Farm & garden machinery & equipment whsle .....                        | 9.7                                      | —                      | 9.7                                      | —                      | —   | —                      | —   | —                      |
| 421820                     | Farm & garden machinery & equipment whsle .....                        | 9.7                                      | —                      | 9.7                                      | —                      | —   | —                      | —   | —                      |
| 4218201                    | Farm machinery & equipment—farm dealers .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                       | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193                      | Recyclable material whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421930                     | Recyclable material whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219301                    | Iron & steel scrap processors & dealers .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193011                   | Iron & steel scrap processors (using power processing equipment) ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                        | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                   | Geographic area and kind of business                            | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                              |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>FREDERICK COUNTY, VA</b>  |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | <b>Wholesale trade</b> .....                                    | .5                                       | .8                     | D  | D                      | D   | D                      | D   | D                      |
| 421                          | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42112                        | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421120                       | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4211202                      | Motor vehicle supplies & new parts—jobbers .....                | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4214                         | Professional & commercial equipment & supplies whsle .....      | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 42149                        | Other professional equipment & supplies whsle .....             | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421490                       | Other professional equipment & supplies whsle .....             | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4214902                      | Other professional equipment & supplies whsle .....             | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4215                         | Metal & mineral (except petroleum) whsle .....                  | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42151                        | Metal service centers & offices .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421510                       | Metal service centers & offices .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4215101                      | Ferrous metal service centers & sales offices .....             | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42151011                     | Ferrous metal service centers .....                             | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4218                         | Machinery, equipment, & supplies whsle .....                    | -  | 4.0                    | -  | 4.0                    | -   | -                      | -   | -                      |
| 42183                        | Industrial machinery & equipment whsle .....                    | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 421830                       | Industrial machinery & equipment whsle .....                    | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 42184                        | Industrial supplies whsle .....                                 | -  | 18.1                   | -  | 18.1                   | -   | -                      | -   | -                      |
| 421840                       | Industrial supplies whsle .....                                 | -  | 18.1                   | -  | 18.1                   | -   | -                      | -   | -                      |
| 4219                         | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                          | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 4224                         | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42249                        | Other grocery & related products whsle .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422490                       | Other grocery & related products whsle .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4227                         | Petroleum & petroleum products whsle .....                      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42271                        | Petroleum bulk stations & terminals .....                       | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 422710                       | Petroleum bulk stations & terminals .....                       | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 4227101                      | Petroleum bulk stations & terminals (except LP) .....           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4228                         | Beer, wine, & distilled alcoholic beverage whsle ..             | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 42281                        | Beer & ale whsle .....  | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 422810                       | Beer & ale whsle .....  | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| <b>GILES COUNTY, VA</b>      |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | <b>Wholesale trade</b> .....                                    | D  | D                      | 11.2                                     | -                      | -   | -                      | D   | D                      |
| 422                          | Wholesale trade, nondurable goods .....                         | D  | D                      | -  | -                      | -   | -                      | D   | D                      |
| <b>GLOUCESTER COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | <b>Wholesale trade</b> .....                                    | 13.2                                     | 11.0                   | 13.8                                     | 11.5                   | -   | -                      | -   | -                      |
| 422                          | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4224                         | Grocery & related products whsle .....                          | 16.2                                     | 14.6                   | D  | D                      | -   | -                      | -   | -                      |
| 42246                        | Fish & seafood whsle .....                                      | 18.9                                     | 5.1                    | 18.9                                     | 5.1                    | -   | -                      | -   | -                      |
| 422460                       | Fish & seafood whsle .....                                      | 18.9                                     | 5.1                    | 18.9                                     | 5.1                    | -   | -                      | -   | -                      |
| <b>GOOCHLAND COUNTY, VA</b>  |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | <b>Wholesale trade</b> .....                                    | 25.6                                     | .6                     | D  | D                      | -   | -                      | D   | D                      |
| 421                          | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 4218                         | Machinery, equipment, & supplies whsle .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4219                         | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42199                        | Other miscellaneous durable goods whsle .....                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421990                       | Other miscellaneous durable goods whsle .....                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                          | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4224                         | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| <b>GRAYSON COUNTY, VA</b>    |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | <b>Wholesale trade</b> .....                                    | -  | 21.8                   | -  | 21.8                   | -   | -                      | -   | -                      |
| <b>GREENE COUNTY, VA</b>     |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | <b>Wholesale trade</b> .....                                    | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 421                          | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 4217                         | Hardware, & plumbing & heating equipment & supplies whsle ..... | D  | D                      | -  | -                      | -   | -                      | -   | -                      |

See footnotes at end of table.



**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code                    | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|-------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                               |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>GREENSVILLE COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                            | Wholesale trade .....   | 31.0                                     | 2.4                    | D  | D                      | D   | D                      | -   | -                      |
| 421                           | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4218                          | Machinery, equipment, & supplies whsle .....                            | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                           | Wholesale trade, nondurable goods .....                                 | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| <b>HALIFAX COUNTY, VA *</b>   |   |  |                        |  |                        |   |                        |   |                        |
| 42                            | Wholesale trade .....   | 7.6                                      | -                      | 9.0                                      | -                      | D   | D                      | D   | D                      |
| 421                           | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4211                          | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42111                         | Automobile & other motor vehicle whsle .....                            | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421110                        | Automobile & other motor vehicle whsle .....                            | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4218                          | Machinery, equipment, & supplies whsle .....                            | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                           | Wholesale trade, nondurable goods .....                                 | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4227                          | Petroleum & petroleum products whsle .....                              | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42271                         | Petroleum bulk stations & terminals .....                               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422710                        | Petroleum bulk stations & terminals .....                               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4227101                       | Petroleum bulk stations & terminals (except LP) .....                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42271011                      | Petroleum bulk stations (except LP) .....                               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| <b>HANOVER COUNTY, VA</b>     |   |  |                        |  |                        |   |                        |   |                        |
| 42                            | Wholesale trade .....   | 1.7                                      | 1.4                    | 2.2                                      | 1.9                    | -   | -                      | -   | .1                     |
| 421                           | Wholesale trade, durable goods .....                                    | 4.7                                      | 5.8                    | D  | D                      | D   | D                      | D   | D                      |
| 4211                          | Motor vehicle & motor vehicle parts & supplies whsle .....              | 3.0                                      | 2.8                    | 3.3                                      | 3.1                    | -   | -                      | -   | -                      |
| 42111                         | Automobile & other motor vehicle whsle .....                            | 2.4                                      | 2.5                    | D  | D                      | -   | -                      | -   | -                      |
| 421110                        | Automobile & other motor vehicle whsle .....                            | 2.4                                      | 2.5                    | D  | D                      | -   | -                      | -   | -                      |
| 4211105                       | Heavy truck & tractor (over 26,000 lb) whsle .....                      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42112                         | Motor vehicle supplies & new parts whsle .....                          | 5.9                                      | 4.6                    | D  | D                      | -   | -                      | -   | -                      |
| 421120                        | Motor vehicle supplies & new parts whsle .....                          | 5.9                                      | 4.6                    | D  | D                      | -   | -                      | -   | -                      |
| 42114                         | Motor vehicle parts, (used) whsle .....                                 | -  | .4                     | -  | .4                     | -   | -                      | -   | -                      |
| 421140                        | Motor vehicle parts, (used) whsle .....                                 | -  | .4                     | -  | .4                     | -   | -                      | -   | -                      |
| 4212                          | Furniture & home furnishings whsle .....                                | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42121                         | Furniture whsle .....   | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421210                        | Furniture whsle .....   | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4212101                       | Household & lawn furniture whsle .....                                  | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4213                          | Lumber & other construction materials whsle .....                       | 5.7                                      | 8.1                    | 5.7                                      | 8.1                    | -   | -                      | -   | -                      |
| 42131                         | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421310                        | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 42133                         | Roofing, siding, & insulation material whsle .....                      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421330                        | Roofing, siding, & insulation material whsle .....                      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4213301                       | Roofing, siding, & insulation material whsle .....                      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4214                          | Professional & commercial equipment & supplies whsle .....              | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42141                         | Photographic equipment & supplies whsle .....                           | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421410                        | Photographic equipment & supplies whsle .....                           | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 42143                         | Computer & computer peripheral equipment & software whsle .....         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421430                        | Computer & computer peripheral equipment & software whsle .....         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4214301                       | Computer & peripheral equipment whsle ..                                | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42143012                      | Computers & peripheral equipment for end use .....                      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42146                         | Ophthalmic goods whsle .....  | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421460                        | Ophthalmic goods whsle .....  | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4215                          | Metal & mineral (except petroleum) whsle .....                          | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42151                         | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421510                        | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4215101                       | Ferrous metal service centers & sales offices .....                     | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42151011                      | Ferrous metal service centers .....                                     | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4216                          | Electrical goods whsle .....  | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 42161                         | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421610                        | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 42169                         | Other electronic parts & equipment whsle .....                          | D  | D                      | -  | -                      | -   | -                      | D   | D                      |
| 421690                        | Other electronic parts & equipment whsle .....                          | D  | D                      | -  | -                      | -   | -                      | D   | D                      |
| 4216902                       | Electronic parts (excluding communications equipment) whsle .....       | D  | D                      | -  | -                      | -   | -                      | -   | -                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area and kind of business                                  | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>HANOVER COUNTY, VA—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                                   |  |                        |  |                        |   |                        |   |                        |
| 4217       | Hardware, & plumbing & heating equipment & supplies whse .....        | .3                                       | 2.2                    | D  | D                      | —   | —                      | —   | —                      |
| 42171      | Hardware whse .....   | .8                                       | 4.9                    | .8                                       | 4.9                    | —   | —                      | —   | —                      |
| 421710     | Hardware whse .....   | .8                                       | 4.9                    | .8                                       | 4.9                    | —   | —                      | —   | —                      |
| 42174      | Refrigeration equipment & supplies whse .....                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421740     | Refrigeration equipment & supplies whse .....                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whse .....                           | 9.8                                      | 10.2                   | D  | D                      | D   | D                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whse ..... | 11.8                                     | 17.9                   | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whse ..... | 11.8                                     | 17.9                   | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whse .....                        | 4.0                                      | —                      | 4.0                                      | —                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whse .....                        | 4.0                                      | —                      | 4.0                                      | —                      | —   | —                      | —   | —                      |
| 4218202    | Farm machinery & equipment—whse distributors .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218203    | Lawn & garden machinery & equipment whse .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whse .....                           | 11.9                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whse .....                           | 11.9                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whse .....           | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218307    | Other industrial machinery & equipment whse .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whse .....  | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whse .....  | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218401    | General-line industrial supplies whse .....                           | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whse .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whse .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whse .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219901    | Musical instruments & supplies whse .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                               | .8                                       | .1                     | D  | D                      | —   | —                      | D   | D                      |
| 4224       | Grocery & related products whse .....                                 | .7                                       | —                      | D  | D                      | —   | —                      | D   | D                      |
| 42241      | General-line grocery whse .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whse .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224102    | General-line grocery whse, retail cooperative .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whse .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42243      | Dairy products, (except dried or canned) whse .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422430     | Dairy products, (except dried or canned) whse .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224302    | Dairy product (except raw milk) whse .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42247      | Meat & meat product whse .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422470     | Meat & meat product whse .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whse .....                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422490     | Other grocery & related products whse .....                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4224904    | Canned goods whse .....   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4224906    | Other grocery specialties whse .....                                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whse .....                                 | .4                                       | 1.2                    | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whse .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whse .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whse .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whse .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42272      | Petroleum & petroleum prod whse (exc bulk stations & terminals) ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422720     | Petroleum & petroleum prod whse (exc bulk stations & terminals) ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whse .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                | Geographic area and kind of business                                       | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|---------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                           |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>HENRICO COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                 | <b>Wholesale trade</b> .....   | <b>.8</b>                                | <b>1.3</b>             | <b>1.7</b>                               | <b>2.3</b>             | —   | <b>.7</b>              | —   | —                      |
| 421                       | Wholesale trade, durable goods .....                                       | 1.4                                      | 1.8                    | 2.8                                      | 3.2                    | —   | .5                     | —   | .1                     |
| 4211                      | Motor vehicle & motor vehicle parts & supplies<br>whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                     | Automobile & other motor vehicle whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421110                    | Automobile & other motor vehicle whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211103                   | Light truck & van (14,000 lb or less) whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112                     | Motor vehicle supplies & new parts whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120                    | Motor vehicle supplies & new parts whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211202                   | Motor vehicle supplies & new parts—<br>jobbers .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                      | Furniture & home furnishings whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42121                     | Furniture whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421210                    | Furniture whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212102                   | Office & business furniture whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42122                     | Home furnishings whsle .....   | 15.1                                     | 3.0                    | D  | D                      | —   | —                      | —   | —                      |
| 421220                    | Home furnishings whsle .....   | 15.1                                     | 3.0                    | D  | D                      | —   | —                      | —   | —                      |
| 4212203                   | Floor coverings whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                      | Lumber & other construction materials whsle .....                          | .2                                       | 2.3                    | D  | D                      | D   | D                      | D   | D                      |
| 42131                     | Lumber, plywood, millwork, & wood panel<br>whsle .....                     | —  | 2.6                    | D  | D                      | D   | D                      | —   | —                      |
| 421310                    | Lumber, plywood, millwork, & wood panel<br>whsle .....                     | —  | 2.6                    | D  | D                      | D   | D                      | —   | —                      |
| 4213101                   | Lumber without yard whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213103                   | Plywood, veneer, millwork, & wood panel<br>whsle .....                     | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42133                     | Roofing, siding, & insulation material whsle .....                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421330                    | Roofing, siding, & insulation material whsle .....                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213301                   | Roofing, siding, & insulation material<br>whsle .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42139                     | Other construction materials whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421390                    | Other construction materials whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213901                   | Flat glass & other construction glass<br>whsle .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214                      | Professional & commercial equipment & supplies<br>whsle .....              | 1.2                                      | 2.9                    | 3.2                                      | 7.7                    | —   | .3                     | .1  | —                      |
| 42141                     | Photographic equipment & supplies whsle .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421410                    | Photographic equipment & supplies whsle .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42142                     | Office equipment whsle .....   | 1.5                                      | 4.2                    | D  | D                      | D   | D                      | —   | —                      |
| 421420                    | Office equipment whsle .....   | 1.5                                      | 4.2                    | D  | D                      | D   | D                      | —   | —                      |
| 42143                     | Computer & computer peripheral equipment &<br>software whsle .....         | 1.5                                      | .9                     | 5.6                                      | 2.1                    | D   | D                      | D   | D                      |
| 421430                    | Computer & computer peripheral equipment<br>& software whsle .....         | 1.5                                      | .9                     | 5.6                                      | 2.1                    | D   | D                      | D   | D                      |
| 4214301                   | Computer & peripheral equipment whsle .....                                | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42143011                  | Computers & peripheral equipment for<br>resale .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143012                  | Computers & peripheral equipment for<br>end use .....                      | .9                                       | .2                     | D  | D                      | D   | D                      | —   | —                      |
| 4214302                   | Computer software (packaged) whsle .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42145                     | Medical, dental, & hospital equipment &<br>supplies whsle .....            | .1                                       | 7.5                    | .1                                       | 11.5                   | —   | —                      | D   | D                      |
| 421450                    | Medical, dental, & hospital equipment &<br>supplies whsle .....            | .1                                       | 7.5                    | .1                                       | 11.5                   | —   | —                      | D   | D                      |
| 4214501                   | Surgical, medical, & hospital supplies<br>whsle .....                      | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4215                      | Metal & mineral (except petroleum) whsle .....                             | .3                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 42151                     | Metal service centers & offices .....                                      | .3                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 421510                    | Metal service centers & offices .....                                      | .3                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4215101                   | Ferrous metal service centers & sales<br>offices .....                     | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42151011                  | Ferrous metal service centers .....  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42151012                  | Ferrous metal sales offices .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216                      | Electrical goods whsle .....   | .1                                       | 1.0                    | D  | D                      | —   | 1.0                    | D   | D                      |
| 42161                     | Electrical apparatus & equip, wiring supp, &<br>const material whsle ..... | —  | —                      | D  | D                      | D   | D                      | D   | D                      |
| 421610                    | Electrical apparatus & equip, wiring supp, &<br>const material whsle ..... | —  | —                      | D  | D                      | D   | D                      | D   | D                      |
| 42162                     | Electrical appliance, television & radio set<br>whsle .....                | .2                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421620                    | Electrical appliance, television & radio set<br>whsle .....                | .2                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42169                     | Other electronic parts & equipment whsle .....                             | —  | 3.3                    | D  | D                      | D   | D                      | —   | —                      |
| 421690                    | Other electronic parts & equipment whsle .....                             | —  | 3.3                    | D  | D                      | D   | D                      | —   | —                      |
| 4216901                   | Communications equipment & supplies<br>whsle .....                         | —  | 3.9                    | D  | D                      | D   | D                      | —   | —                      |
| 4216902                   | Electronic parts (excluding<br>communications equipment) whsle .....       | .2                                       | .7                     | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

Table 6. **Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code | Geographic area and kind of business  | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>HENRICO COUNTY, VA—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | —  | .4                     | D  | D                      | —   | —                      | D   | D                      |
| 42171      | Hardware whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421710     | Hardware whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | .1                                       | —                      | D  | D                      | —   | —                      | D   | D                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | .1                                       | —                      | D  | D                      | —   | —                      | D   | D                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 4.3                                      | 3.3                    | 5.2                                      | 3.9                    | —   | —                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 4.0                                      | 1.2                    | 4.6                                      | 1.4                    | —   | —                      | D   | D                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 4.0                                      | 1.2                    | 4.6                                      | 1.4                    | —   | —                      | D   | D                      |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | 1.4                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle . . . . .                                | 23.0                                     | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .   | 1.9                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .   | 1.9                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218401    | General-line industrial supplies whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218406    | Other industrial supplies whsle . . . . .                                   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | 23.2                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | 23.2                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218503    | Laundry & dry-cleaning equipment & supplies whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42191      | Sporting & recreational goods & supplies whsle . . . . .                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421910     | Sporting & recreational goods & supplies whsle . . . . .                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4219904    | Prerecorded media whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199042   | Prerecorded video tapes whsle . . . . .                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219905    | Fire extinguishers & fire safety equipment whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219906    | Other durable goods whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | .3                                       | .8                     | .6                                       | 1.4                    | —   | .9                     | —   | —                      |
| 4221       | Paper & paper product whsle . . . . .                                       | .3                                       | 2.4                    | D  | D                      | —   | —                      | —   | —                      |
| 42211      | Printing & writing paper whsle . . . . .                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422110     | Printing & writing paper whsle . . . . .                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle . . . . .                                | .8                                       | 5.8                    | D  | D                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle . . . . .                                | .8                                       | 5.8                    | D  | D                      | —   | —                      | —   | —                      |
| 42213      | Industrial & personal service paper whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422130     | Industrial & personal service paper whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222       | Drugs, & druggists' sundries whsle . . . . .                                | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42221      | Drugs, & druggists' sundries whsle . . . . .                                | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422210     | Drugs, & druggists' sundries whsle . . . . .                                | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4222101    | General-line drugs whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                                  | —  | .4                     | D  | D                      | —   | —                      | D   | D                      |
| 42241      | General-line grocery whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42242      | Packaged frozen food whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422420     | Packaged frozen food whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42249      | Other grocery & related products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224902    | Bread & baked goods whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>HENRICO COUNTY, VA—Con.</b>                                 |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                    |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                         |  |                        |  |                        |   |                        |   |                        |
| 4225       | Farm-product raw material whsle . . . . .                      | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42259      | Other farm product raw material whsle . . . . .                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422590     | Other farm product raw material whsle . . . . .                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whsle . . . . .                     | .6                                       | .3                     | D  | D                      | D   | D                      | —   | —                      |
| 42261      | Plastics materials & basic forms & shapes whsle . . . . .      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422610     | Plastics materials & basic forms & shapes whsle . . . . .      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle . . . . .               | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422690     | Other chemical & allied products whsle . . . . .               | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle . . . . .               | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .     | —  | .7                     | —  | .7                     | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle . . . . .                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle . . . . .                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                 | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42293      | Flower, nursery stock, & florists' supplies whsle . . . . .    | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422930     | Flower, nursery stock, & florists' supplies whsle . . . . .    | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .           | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .           | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4229902    | General merchandise (nondurable goods) whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229904    | Other nondurable goods whsle . . . . .                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>HENRY COUNTY, VA</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                               | <b>2.0</b>                               | <b>4.5</b>             | <b>2.9</b>                               | <b>6.6</b>             | —   | —                      | —   | —                      |
| 421        | Wholesale trade, durable goods . . . . .                       | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 32.5                                     | 25.8                   | 32.5                                     | 25.8                   | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle . . . . .                   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42121      | Furniture whsle . . . . .                                      | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421210     | Furniture whsle . . . . .                                      | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4212101    | Household & lawn furniture whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212102    | Office & business furniture whsle . . . . .                    | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle . . . . .              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle . . . . .              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle . . . . .               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle . . . . .               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle . . . . .               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>HIGHLAND COUNTY, VA</b>                                     |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | —   | —                      | <b>D</b>  | <b>D</b>               |
| 422        | Wholesale trade, nondurable goods . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>ISLE OF WIGHT COUNTY, VA</b>                                |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods . . . . .                       | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle . . . . .          | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42131      | Lumber, plywood, millwork, & wood panel whsle . . . . .        | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 421310     | Lumber, plywood, millwork, & wood panel whsle . . . . .        | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4213102    | Lumber with yard whsle . . . . .                               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle . . . . .        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                       | Geographic area and kind of business                            | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|----------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                  |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>JAMES CITY COUNTY, VA</b>     |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | 2.1                                      | 11.4                   | 1.5                                      | 13.9                   | D   | D                      | D   | D                      |
| 421                              | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| <b>KING AND QUEEN COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>KING GEORGE COUNTY, VA</b>    |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | 5.1                                      | 13.8                   | D  | D                      | D   | D                      | —   | —                      |
| 421                              | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>KING WILLIAM COUNTY, VA</b>   |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 422                              | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4221                             | Paper & paper product whsle .....                               | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42213                            | Industrial & personal service paper whsle .....                 | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422130                           | Industrial & personal service paper whsle .....                 | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4225                             | Farm-product raw material whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229                             | Miscellaneous nondurable goods whsle .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>LANCASTER COUNTY, VA</b>      |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | 13.3                                     | 5.0                    | D  | D                      | D   | D                      | —   | —                      |
| 421                              | Wholesale trade, durable goods .....                            | 13.9                                     | 5.7                    | D  | D                      | —   | —                      | —   | —                      |
| 4218                             | Machinery, equipment, & supplies whsle .....                    | 10.5                                     | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422                              | Wholesale trade, nondurable goods .....                         | 13.0                                     | 4.7                    | 13.0                                     | 4.7                    | —   | —                      | —   | —                      |
| 4224                             | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>LEE COUNTY, VA</b>            |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | 7.6                                      | .2                     | 10.6                                     | .3                     | D   | D                      | D   | D                      |
| 421                              | Wholesale trade, durable goods .....                            | 24.8                                     | .2                     | D  | D                      | —   | —                      | —   | —                      |
| 422                              | Wholesale trade, nondurable goods .....                         | —  | .2                     | D  | D                      | —   | —                      | D   | D                      |
| 4227                             | Petroleum & petroleum products whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                            | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                           | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>LOUDOUN COUNTY, VA</b>        |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | 2.4                                      | 3.2                    | D  | D                      | D   | D                      | D   | D                      |
| 421                              | Wholesale trade, durable goods .....                            | 3.9                                      | 5.2                    | 5.3                                      | 7.1                    | D   | D                      | D   | D                      |
| 4211                             | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112                            | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120                           | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211202                          | Motor vehicle supplies & new parts—jobbers .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                             | Furniture & home furnishings whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42121                            | Furniture whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421210                           | Furniture whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42122                            | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421220                           | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                             | Lumber & other construction materials whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                             | Professional & commercial equipment & supplies whsle .....      | 6.9                                      | 27.8                   | 7.3                                      | 29.4                   | —   | —                      | —   | —                      |
| 42143                            | Computer & computer peripheral equipment & software whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421430                           | Computer & computer peripheral equipment & software whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214301                          | Computer & peripheral equipment whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143012                         | Computers & peripheral equipment for end use .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

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| NAICS code | Geographic area and kind of business  | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>LOUDOUN COUNTY, VA—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4216       | Electrical goods whsle . . . . .  | 10.5                                     | 2.1                    | D  | D                      | —   | —                      | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | .9                                       | .2                     | D  | D                      | —   | —                      | D   | D                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | .9                                       | —                      | D  | D                      | —   | —                      | D   | D                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | .9                                       | —                      | D  | D                      | —   | —                      | D   | D                      |
| 4218601    | Aircraft & aeronautical equipment & supplies whsle . . . . .                | .9                                       | —                      | D  | D                      | —   | —                      | D   | D                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42191      | Sporting & recreational goods & supplies whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421910     | Sporting & recreational goods & supplies whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | .4                                       | .7                     | D  | D                      | —   | —                      | D   | D                      |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                                  | —  | —                      | D  | D                      | —   | —                      | D   | D                      |
| 42249      | Other grocery & related products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224901    | Coffee, tea, & spice whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle . . . . .                              | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422720     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>LOUISA COUNTY, VA</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>  | <b>.5</b>                                | <b>2.5</b>             | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods . . . . .                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle . . . . .                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whsle . . . . .                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>LUNENBURG COUNTY, VA</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>  | <b>26.8</b>                              | <b>5.6</b>             | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods . . . . .                                    | 20.7                                     | 29.9                   | 20.7                                     | 29.9                   | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | 28.3                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>MADISON COUNTY, VA</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>  | <b>2.4</b>                               | <b>31.6</b>            | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods . . . . .                                    | 3.7                                      | 25.4                   | —  | —                      | —   | —                      | —   | —                      |

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|----------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                  |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>MATHEWS COUNTY, VA</b>        |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421                              | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                              | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>MECKLENBURG COUNTY, VA</b>    |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | 11.5                                     | 10.5                   | D  | D                      | D   | D                      | D   | D                      |
| 421                              | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4217                             | Hardware, & plumbing & heating equipment & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                             | Machinery, equipment, & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                             | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                              | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4227                             | Petroleum & petroleum products whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                            | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                           | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227101                          | Petroleum bulk stations & terminals (except LP) .....           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42271011                         | Petroleum bulk stations (except LP) .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                             | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>MIDDLESEX COUNTY, VA</b>      |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | 11.2                                     | .5                     | D  | D                      | —   | —                      | D   | D                      |
| 421                              | Wholesale trade, durable goods .....                            | 2.9                                      | 2.0                    | D  | D                      | —   | —                      | —   | —                      |
| 422                              | Wholesale trade, nondurable goods .....                         | 13.6                                     | —                      | 13.6                                     | —                      | —   | —                      | —   | —                      |
| 4224                             | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>MONTGOMERY COUNTY, VA</b>     |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | 10.5                                     | 2.5                    | D  | D                      | D   | D                      | D   | D                      |
| 421                              | Wholesale trade, durable goods .....                            | 9.6                                      | 2.6                    | D  | D                      | —   | —                      | D   | D                      |
| 4211                             | Motor vehicle & motor vehicle parts & supplies whsle .....      | 32.4                                     | 1.9                    | D  | D                      | —   | —                      | D   | D                      |
| 42111                            | Automobile & other motor vehicle whsle .....                    | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421110                           | Automobile & other motor vehicle whsle .....                    | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42114                            | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                           | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                             | Furniture & home furnishings whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42121                            | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421210                           | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212101                          | Household & lawn furniture whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                             | Professional & commercial equipment & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                             | Machinery, equipment, & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                             | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42192                            | Toy & hobby goods & supplies whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421920                           | Toy & hobby goods & supplies whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>NELSON COUNTY, VA</b>         |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | 40.8                                     | —                      | D  | D                      | —   | —                      | D   | D                      |
| <b>NEW KENT COUNTY, VA</b>       |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421                              | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>NORTHAMPTON COUNTY, VA</b>    |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422                              | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                             | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42248                            | Fresh fruit & vegetable whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422480                           | Fresh fruit & vegetable whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>NORTHUMBERLAND COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422                              | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                             | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.



**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

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|--------------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>NOTTOWAY COUNTY, VA</b>     |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....                                      | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421                            | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                           | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182                          | Farm & garden machinery & equipment whsle .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820                         | Farm & garden machinery & equipment whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                           | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42243                          | Dairy products, (except dried or canned) whsle .....       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422430                         | Dairy products, (except dried or canned) whsle .....       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                           | Petroleum & petroleum products whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                          | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                         | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>ORANGE COUNTY, VA</b>       |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....                                      | 11.7                                     | —                      | 14.5                                     | —                      | D   | D                      | D   | D                      |
| 421                            | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                           | Lumber & other construction materials whsle ....           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                           | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182                          | Farm & garden machinery & equipment whsle .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820                         | Farm & garden machinery & equipment whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218201                        | Farm machinery & equipment—farm dealers .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                           | Miscellaneous durable goods whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42199                          | Other miscellaneous durable goods whsle .....              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421990                         | Other miscellaneous durable goods whsle ...                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>PAGE COUNTY, VA</b>         |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....                                      | .8                                       | .3                     | D  | D                      | —   | —                      | D   | D                      |
| 421                            | Wholesale trade, durable goods .....                       | 1.3                                      | .5                     | D  | D                      | —   | —                      | —   | —                      |
| <b>PATRICK COUNTY, VA</b>      |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....                                      | 2.3                                      | —                      | 2.3                                      | —                      | —   | —                      | —   | —                      |
| 421                            | Wholesale trade, durable goods .....                       | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4213                           | Lumber & other construction materials whsle ....           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                           | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199                          | Other miscellaneous durable goods whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990                         | Other miscellaneous durable goods whsle ...                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                    | 7.3                                      | —                      | 7.3                                      | —                      | —   | —                      | —   | —                      |
| <b>PITTSYLVANIA COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....                                      | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421                            | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                           | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182                          | Farm & garden machinery & equipment whsle .                | 35.7                                     | 27.0                   | 35.7                                     | 27.0                   | —   | —                      | —   | —                      |
| 421820                         | Farm & garden machinery & equipment whsle .....            | 35.7                                     | 27.0                   | 35.7                                     | 27.0                   | —   | —                      | —   | —                      |
| 4218201                        | Farm machinery & equipment—farm dealers .....              | 35.7                                     | 27.0                   | 35.7                                     | 27.0                   | —   | —                      | —   | —                      |
| 4219                           | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199                          | Other miscellaneous durable goods whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990                         | Other miscellaneous durable goods whsle ...                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4225                           | Farm-product raw material whsle .....                      | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42259                          | Other farm product raw material whsle .....                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422590                         | Other farm product raw material whsle .....                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4227                           | Petroleum & petroleum products whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                          | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                         | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

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|----------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                  |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>POWHATAN COUNTY, VA</b>       |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | D  | D                      | 14.2                                     | —                      | —   | —                      | D   | D                      |
| 421                              | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4218                             | Machinery, equipment, & supplies whsle .....                            | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422                              | Wholesale trade, nondurable goods .....                                 | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226                             | Chemical & allied products whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42261                            | Plastics materials & basic forms & shapes whsle .....                   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422610                           | Plastics materials & basic forms & shapes whsle .....                   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| <b>PRINCE EDWARD COUNTY, VA</b>  |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | 21.4                                     | —                      | 26.2                                     | —                      | D   | D                      | D   | D                      |
| 421                              | Wholesale trade, durable goods .....                                    | 29.4                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                             | Machinery, equipment, & supplies whsle .....                            | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422                              | Wholesale trade, nondurable goods .....                                 | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| <b>PRINCE GEORGE COUNTY, VA</b>  |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | .8                                       | 16.5                   | .8                                       | 16.5                   | —   | —                      | —   | —                      |
| 421                              | Wholesale trade, durable goods .....                                    | .7                                       | 45.4                   | .7                                       | 45.4                   | —   | —                      | —   | —                      |
| 4218                             | Machinery, equipment, & supplies whsle .....                            | —  | 59.6                   | —  | 59.6                   | —   | —                      | —   | —                      |
| 422                              | Wholesale trade, nondurable goods .....                                 | .8                                       | —                      | .8                                       | —                      | —   | —                      | —   | —                      |
| 4224                             | Grocery & related products whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42245                            | Confectionery whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422450                           | Confectionery whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>PRINCE WILLIAM COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                               | Wholesale trade .....   | 3.2                                      | 7.2                    | 5.6                                      | 9.3                    | —   | 4.7                    | —   | —                      |
| 421                              | Wholesale trade, durable goods .....                                    | 6.4                                      | 13.0                   | D  | D                      | D   | D                      | D   | D                      |
| 4211                             | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                            | Automobile & other motor vehicle whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421110                           | Automobile & other motor vehicle whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114                            | Motor vehicle parts, (used) whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                           | Motor vehicle parts, (used) whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                             | Furniture & home furnishings whsle .....                                | 3.4                                      | —                      | —  | —                      | —   | —                      | D   | D                      |
| 42122                            | Home furnishings whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421220                           | Home furnishings whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4212204                          | Other home furnishings whsle .....                                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213                             | Lumber & other construction materials whsle ....                        | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42131                            | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421310                           | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213103                          | Plywood, veneer, millwork, & wood panel whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42132                            | Brick, stone, & related construction materials whsle .....              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 421320                           | Brick, stone, & related construction materials whsle .....              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4213203                          | Cement, lime, & related products whsle ...                              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4214                             | Professional & commercial equipment & supplies whsle .....              | 3.1                                      | 17.2                   | D  | D                      | —   | —                      | D   | D                      |
| 42143                            | Computer & computer peripheral equipment & software whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421430                           | Computer & computer peripheral equipment & software whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214301                          | Computer & peripheral equipment whsle ..                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143012                         | Computers & peripheral equipment for end use .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215                             | Metal & mineral (except petroleum) whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216                             | Electrical goods whsle .....  | 2.3                                      | 45.4                   | 2.9                                      | 57.1                   | —   | —                      | —   | —                      |
| 42161                            | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421610                           | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169                            | Other electronic parts & equipment whsle .....                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421690                           | Other electronic parts & equipment whsle ...                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217                             | Hardware, & plumbing & heating equipment & supplies whsle .....         | —  | 52.6                   | —  | 52.6                   | —   | —                      | —   | —                      |
| 4218                             | Machinery, equipment, & supplies whsle .....                            | 21.3                                     | 5.9                    | 21.3                                     | 5.9                    | —   | —                      | —   | —                      |
| 42185                            | Service establishment equipment & supplies whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850                           | Service establishment equipment & supplies whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|---------------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                       |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>PRINCE WILLIAM COUNTY, VA—Con.</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                             | <b>Wholesale trade—Con.</b>                                     |  |                        |  |                        |   |                        |   |                        |
| 422                                   | Wholesale trade, nondurable goods .....                         | .8                                       | 2.7                    | D  | D                      | D   | D                      | —   | —                      |
| 4223                                  | Apparel, piece goods, & notions whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42232                                 | Men's & boys' clothing & furnishings whsle .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422320                                | Men's & boys' clothing & furnishings whsle ..                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                                  | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42242                                 | Packaged frozen food whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422420                                | Packaged frozen food whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249                                 | Other grocery & related products whsle .....                    | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422490                                | Other grocery & related products whsle .....                    | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227                                  | Petroleum & petroleum products whsle .....                      | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42271                                 | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422710                                | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227101                               | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42271012                              | (except LP) .....   | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42271012                              | Petroleum bulk terminals (except LP) .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                                  | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| <b>PULASKI COUNTY, VA</b>             |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                             | <b>Wholesale trade .....</b>                                    | <b>.9</b>                                | <b>2.3</b>             | <b>2.6</b>                               | <b>6.4</b>             | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                                   | Wholesale trade, durable goods .....                            | 2.8                                      | —                      | D  | D                      | —   | —                      | D   | D                      |
| 4217                                  | Hardware, & plumbing & heating equipment & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42171                                 | Hardware whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421710                                | Hardware whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                   | Wholesale trade, nondurable goods .....                         | .5                                       | 2.8                    | D  | D                      | D   | D                      | D   | D                      |
| 4224                                  | Grocery & related products whsle .....                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249                                 | Other grocery & related products whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490                                | Other grocery & related products whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903                               | Soft drinks whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227                                  | Petroleum & petroleum products whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                                 | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                                | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                                  | Miscellaneous nondurable goods whsle .....                      | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42299                                 | Other miscellaneous nondurable goods whsle ..                   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422990                                | Other miscellaneous nondurable goods whsle ..                   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4229901                               | Art goods whsle .....   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| <b>RAPPAHANNOCK COUNTY, VA</b>        |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                             | <b>Wholesale trade .....</b>                                    | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 422                                   | Wholesale trade, nondurable goods .....                         | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4224                                  | Grocery & related products whsle .....                          | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| <b>RICHMOND COUNTY, VA</b>            |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                             | <b>Wholesale trade .....</b>                                    | <b>1.7</b>                               | <b>9.3</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 422                                   | Wholesale trade, nondurable goods .....                         | —  | 2.8                    | D  | D                      | —   | —                      | —   | —                      |
| <b>ROANOKE COUNTY, VA</b>             |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                             | <b>Wholesale trade .....</b>                                    | <b>1.5</b>                               | <b>2.8</b>             | <b>2.6</b>                               | <b>4.9</b>             | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area and kind of business                                   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>ROANOKE COUNTY, VA—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods .....                                   | D  | D                      | 4.3                                      | 9.5                    | D   | D                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whse .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111      | Automobile & other motor vehicle whse .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421110     | Automobile & other motor vehicle whse .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whse ....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whse .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42144      | Other commercial equipment whse .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421440     | Other commercial equipment whse .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214402    | Store machines & equipment whse .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216       | Electrical goods whse .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whse ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whse ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whse .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whse .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whse .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whse .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whse .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whse .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                | D  | D                      | 1.0                                      | .4                     | D   | D                      | D   | D                      |
| 4224       | Grocery & related products whse .....                                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4227       | Petroleum & petroleum products whse .....                              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whse ..                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whse .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whse .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>ROCKBRIDGE COUNTY, VA</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>   | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whse ....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>ROCKINGHAM COUNTY, VA</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>   | <b>.8</b>                                | <b>.5</b>              | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whse .....              | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42111      | Automobile & other motor vehicle whse .....                            | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421110     | Automobile & other motor vehicle whse .....                            | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4211101    | Automobile & motorcycle whse .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whse .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whse ....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215       | Metal & mineral (except petroleum) whse .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151      | Metal service centers & offices .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510     | Metal service centers & offices .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whse .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whse ..                            | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whse .....                         | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218201    | Farm machinery & equipment—farm dealers .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whse .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4224       | Grocery & related products whse .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42241      | General-line grocery whse .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whse .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whse .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225       | Farm-product raw material whse .....                                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

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|-------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                               |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>RUSSELL COUNTY, VA</b>     |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                     | <b>Wholesale trade .....</b>                                    | <b>4.7</b>                               | <b>2.5</b>             | <b>4.7</b>                               | <b>2.5</b>             | —   | —                      | —   | —                      |
| 421                           | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215                          | Metal & mineral (except petroleum) whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42152                         | Coal & other mineral & ore whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421520                        | Coal & other mineral & ore whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215201                       | Coal whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                          | Machinery, equipment, & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                           | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229                          | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>SCOTT COUNTY, VA</b>       |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                     | <b>Wholesale trade .....</b>                                    | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                           | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                          | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                           | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4226                          | Chemical & allied products whsle .....                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42269                         | Other chemical & allied products whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422690                        | Other chemical & allied products whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>SHENANDOAH COUNTY, VA</b>  |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                     | <b>Wholesale trade .....</b>                                    | <b>1.5</b>                               | —                      | <b>D</b>                                 | <b>D</b>               | —   | —                      | <b>D</b>  | <b>D</b>               |
| 421                           | Wholesale trade, durable goods .....                            | 7.7                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422                           | Wholesale trade, nondurable goods .....                         | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4224                          | Grocery & related products whsle .....                          | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4225                          | Farm-product raw material whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229                          | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>SMYTH COUNTY, VA</b>       |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                     | <b>Wholesale trade .....</b>                                    | <b>10.4</b>                              | <b>.8</b>              | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                           | Wholesale trade, durable goods .....                            | 8.4                                      | .8                     | D  | D                      | —   | —                      | —   | —                      |
| 4213                          | Lumber & other construction materials whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4217                          | Hardware, & plumbing & heating equipment & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42171                         | Hardware whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421710                        | Hardware whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                          | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199                         | Other miscellaneous durable goods whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990                        | Other miscellaneous durable goods whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                           | Wholesale trade, nondurable goods .....                         | 14.1                                     | .9                     | D  | D                      | —   | —                      | —   | —                      |
| 4224                          | Grocery & related products whsle .....                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249                         | Other grocery & related products whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490                        | Other grocery & related products whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>SOUTHAMPTON COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                     | <b>Wholesale trade .....</b>                                    | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | —   | —                      |
| 421                           | Wholesale trade, durable goods .....                            | 10.5                                     | —                      | 10.5                                     | —                      | —   | —                      | —   | —                      |
| 422                           | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225                          | Farm-product raw material whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42259                         | Other farm product raw material whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422590                        | Other farm product raw material whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229                          | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42291                         | Farm supplies whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910                        | Farm supplies whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229101                       | Farm supplies—farm dealers .....                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

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|--------------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>SPOTSYLVANIA COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....                                      | 3.4                                      | .3                     | D  | D                      | D   | D                      | D   | D                      |
| 421                            | Wholesale trade, durable goods .....                       | 3.2                                      | .3                     | D  | D                      | —   | —                      | D   | D                      |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42111                          | Automobile & other motor vehicle whsle .....               | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421110                         | Automobile & other motor vehicle whsle .....               | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4211101                        | Automobile & motorcycle whsle .....                        | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42114                          | Motor vehicle parts, (used) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                         | Motor vehicle parts, (used) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                           | Lumber & other construction materials whsle ....           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42131                          | Lumber, plywood, millwork, & wood panel whsle .....        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421310                         | Lumber, plywood, millwork, & wood panel whsle .....        | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4213102                        | Lumber with yard whsle .....                               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213103                        | Plywood, veneer, millwork, & wood panel whsle .....        | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4218                           | Machinery, equipment, & supplies whsle .....               | D  | D                      | 31.1                                     | .4                     | —   | —                      | —   | —                      |
| 42183                          | Industrial machinery & equipment whsle .....               | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421830                         | Industrial machinery & equipment whsle .....               | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42185                          | Service establishment equipment & supplies whsle .....     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421850                         | Service establishment equipment & supplies whsle .....     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                    | 9.9                                      | .9                     | D  | D                      | —   | —                      | D   | D                      |
| 4224                           | Grocery & related products whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>STAFFORD COUNTY, VA</b>     |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....                                      | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421                            | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                          | Automobile & other motor vehicle whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421110                         | Automobile & other motor vehicle whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42114                          | Motor vehicle parts, (used) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                         | Motor vehicle parts, (used) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                           | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                           | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                           | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42241                          | General-line grocery whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422410                         | General-line grocery whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224103                        | Other general-line grocery whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4228                           | Beer, wine, & distilled alcoholic beverage whsle ..        | —  | 16.3                   | —  | —                      | —   | —                      | —   | —                      |
| 42281                          | Beer & ale whsle .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810                         | Beer & ale whsle .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>SURRY COUNTY, VA</b>        |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....                                      | —  | 31.1                   | D  | D                      | D   | D                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>SUSSEX COUNTY, VA</b>       |  |  |                        |  |                        |   |                        |   |                        |
| 42                             | Wholesale trade .....                                      | .8                                       | 1.9                    | .8                                       | 1.9                    | —   | —                      | —   | —                      |
| 421                            | Wholesale trade, durable goods .....                       | 4.1                                      | 1.6                    | 4.1                                      | 1.6                    | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                    | —  | 2.0                    | —  | 2.0                    | —   | —                      | —   | —                      |
| 4229                           | Miscellaneous nondurable goods whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42299                          | Other miscellaneous nondurable goods whsle ..              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422990                         | Other miscellaneous nondurable goods whsle ..              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229904                        | Other nondurable goods whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                   | Geographic area and kind of business                                   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                              |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>TAZEWELL COUNTY, VA</b>   |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                    | <b>Wholesale trade .....</b>   | <b>3.5</b>                               | <b>2.6</b>             | <b>3.7</b>                               | <b>2.7</b>             | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                          | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle .....             | 24.4                                     | 21.3                   | 24.4                                     | 21.3                   | —   | —                      | —   | —                      |
| 4215                         | Metal & mineral (except petroleum) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151                        | Metal service centers & offices .....                                  | .2                                       | —                      | .2                                       | —                      | —   | —                      | —   | —                      |
| 421510                       | Metal service centers & offices .....                                  | .2                                       | —                      | .2                                       | —                      | —   | —                      | —   | —                      |
| 4215101                      | Ferrous metal service centers & sales offices .....                    | .2                                       | —                      | .2                                       | —                      | —   | —                      | —   | —                      |
| 4216                         | Electrical goods whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                         | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42181                        | Construction & mining (except petroleum) machinery & equip whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421810                       | Construction & mining (except petroleum) machinery & equip whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184                        | Industrial supplies whsle .....  | —  | 9.7                    | —  | 9.7                    | —   | —                      | —   | —                      |
| 421840                       | Industrial supplies whsle .....  | —  | 9.7                    | —  | 9.7                    | —   | —                      | —   | —                      |
| 4219                         | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199                        | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990                       | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219906                      | Other durable goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                         | Grocery & related products whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249                        | Other grocery & related products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490                       | Other grocery & related products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224901                      | Coffee, tea, & spice whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                         | Petroleum & petroleum products whsle .....                             | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42271                        | Petroleum bulk stations & terminals .....                              | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                       | Petroleum bulk stations & terminals .....                              | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| <b>WARREN COUNTY, VA</b>     |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                    | <b>Wholesale trade .....</b>   | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                          | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                         | Petroleum & petroleum products whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                        | Petroleum bulk stations & terminals .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                       | Petroleum bulk stations & terminals .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>WASHINGTON COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                    | <b>Wholesale trade .....</b>   | <b>.3</b>                                | <b>.2</b>              | <b>.4</b>                                | <b>.3</b>              | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                          | Wholesale trade, durable goods .....                                   | 1.5                                      | 1.2                    | D  | D                      | —   | —                      | D   | D                      |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                        | Automobile & other motor vehicle whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421110                       | Automobile & other motor vehicle whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4215                         | Metal & mineral (except petroleum) whsle .....                         | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42152                        | Coal & other mineral & ore whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421520                       | Coal & other mineral & ore whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4215201                      | Coal whsle .....   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4218                         | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                         | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199                        | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990                       | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area and kind of business                                   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>WASHINGTON COUNTY, VA—Con.</b>                                      |  |                        |  |                        |   |                        |   |                        |
|            | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade, nondurable goods .....                                | —  | —                      | D  | D                      | D   | D                      | D   | D                      |
| 4221       | Paper & paper product whsle .....                                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42241      | General-line grocery whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224102    | General-line grocery whsle, retail cooperative .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4225       | Farm-product raw material whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42252      | Livestock whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422520     | Livestock whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42259      | Other farm product raw material whsle .....                            | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422590     | Other farm product raw material whsle .....                            | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>WESTMORELAND COUNTY, VA</b>   |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....  | 1.7                                      | —                      | D  | D                      | D   | D                      | D   | D                      |
| 421        | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>WISE COUNTY, VA</b>   |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....  | 1.6                                      | 2.7                    | D  | D                      | D   | D                      | —   | —                      |
| 421        | Wholesale trade, durable goods .....                                   | 2.2                                      | 3.9                    | D  | D                      | —   | —                      | —   | —                      |
| 4215       | Metal & mineral (except petroleum) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42152      | Coal & other mineral & ore whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421520     | Coal & other mineral & ore whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                           | .8                                       | 3.1                    | D  | D                      | —   | —                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle ..... | —  | 3.4                    | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle ..... | —  | 3.4                    | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                | .4                                       | .2                     | D  | D                      | D   | D                      | —   | —                      |
| 4226       | Chemical & allied products whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                             | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                              | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                              | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                              | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>WYTHE COUNTY, VA</b>  |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....  | 6.1                                      | 4.8                    | D  | D                      | —   | —                      | D   | D                      |
| 421        | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42122      | Home furnishings whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421220     | Home furnishings whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212203    | Floor coverings whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |

See footnotes at end of table.



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|----------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>YORK COUNTY, VA</b>     |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                  | <b>Wholesale trade .....</b>   | <b>4.8</b>                               | <b>26.4</b>            | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                        | Wholesale trade, durable goods .....                                 | 17.4                                     | 24.8                   | 19.7                                     | 28.2                   | -   | -                      | -   | -                      |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle .....           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42114                      | Motor vehicle parts, (used) whsle .....                              | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421140                     | Motor vehicle parts, (used) whsle .....                              | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4218                       | Machinery, equipment, & supplies whsle .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4219                       | Miscellaneous durable goods whsle .....                              | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                        | Wholesale trade, nondurable goods .....                              | .1                                       | 27.0                   | D  | D                      | D   | D                      | -   | -                      |
| 4224                       | Grocery & related products whsle .....                               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42246                      | Fish & seafood whsle .....   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422460                     | Fish & seafood whsle .....   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42249                      | Other grocery & related products whsle .....                         | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 422490                     | Other grocery & related products whsle .....                         | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4224903                    | Soft drinks whsle .....  | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4227                       | Petroleum & petroleum products whsle .....                           | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| <b>ALEXANDRIA, VA (IC)</b> |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                  | <b>Wholesale trade .....</b>   | <b>4.1</b>                               | <b>3.8</b>             | <b>9.2</b>                               | <b>7.4</b>             | <b>-</b>  | <b>-</b>               | <b>.1</b>   | <b>4.2</b>             |
| 421                        | Wholesale trade, durable goods .....                                 | 2.9                                      | 4.7                    | D  | D                      | D   | D                      | D   | D                      |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle .....           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42112                      | Motor vehicle supplies & new parts whsle .....                       | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421120                     | Motor vehicle supplies & new parts whsle .....                       | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4212                       | Furniture & home furnishings whsle .....                             | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 42121                      | Furniture whsle .....  | -  | 6.6                    | D  | D                      | -   | -                      | D   | D                      |
| 421210                     | Furniture whsle .....  | -  | 6.6                    | D  | D                      | -   | -                      | D   | D                      |
| 4212102                    | Office & business furniture whsle .....                              | D  | D                      | -  | -                      | -   | -                      | D   | D                      |
| 42122                      | Home furnishings whsle .....   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421220                     | Home furnishings whsle .....   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4212203                    | Floor coverings whsle .....  | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4213                       | Lumber & other construction materials whsle .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42131                      | Lumber, plywood, millwork, & wood panel whsle .....                  | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421310                     | Lumber, plywood, millwork, & wood panel whsle .....                  | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4213101                    | Lumber without yard whsle .....                                      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4214                       | Professional & commercial equipment & supplies whsle .....           | 5.8                                      | 1.1                    | D  | D                      | D   | D                      | -   | -                      |
| 42142                      | Office equipment whsle .....   | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421420                     | Office equipment whsle .....   | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 42143                      | Computer & computer peripheral equipment & software whsle .....      | 7.1                                      | 1.5                    | D  | D                      | D   | D                      | -   | -                      |
| 421430                     | Computer & computer peripheral equipment & software whsle .....      | 7.1                                      | 1.5                    | D  | D                      | D   | D                      | -   | -                      |
| 4214301                    | Computer & peripheral equipment whsle .....                          | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 42143011                   | Computers & peripheral equipment for resale .....                    | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 42145                      | Medical, dental, & hospital equipment & supplies whsle .....         | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421450                     | Medical, dental, & hospital equipment & supplies whsle .....         | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4214501                    | Surgical, medical, & hospital supplies whsle .....                   | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4216                       | Electrical goods whsle .....   | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4217                       | Hardware, & plumbing & heating equipment & supplies whsle .....      | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 42172                      | Plumbing & heating equipment & supplies (hydronics) whsle .....      | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421720                     | Plumbing & heating equipment & supplies (hydronics) whsle .....      | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 42173                      | Warm air heating & air-conditioning equipment & supplies whsle ..... | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421730                     | Warm air heating & air-conditioning equipment & supplies whsle ..... | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4218                       | Machinery, equipment, & supplies whsle .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42184                      | Industrial supplies whsle .....                                      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421840                     | Industrial supplies whsle .....                                      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42186                      | Transportation equipment & supplies (exc motor vehicle) whsle .....  | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421860                     | Transportation equipment & supplies (exc motor vehicle) whsle .....  | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4219                       | Miscellaneous durable goods whsle .....                              | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42191                      | Sporting & recreational goods & supplies whsle .....                 | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421910                     | Sporting & recreational goods & supplies whsle .....                 | D  | D                      | D  | D                      | -   | -                      | -   | -                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area and kind of business                       | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>ALEXANDRIA, VA (IC)—Con.</b>                            |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods .....                    | 5.9                                      | 2.4                    | D  | D                      | D   | D                      | —   | —                      |
| 4221       | Paper & paper product whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....                   | 12.7                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle .....                   | 12.7                                     | —                      | D  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                     | .6                                       | 4.7                    | D  | D                      | D   | D                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....               | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....               | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4224903    | Soft drinks whsle .....                                    | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                 | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42292      | Book, periodical, & newspaper whsle .....                  | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422920     | Book, periodical, & newspaper whsle .....                  | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
|            | <b>BEDFORD, VA (IC)</b>                                    |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BRISTOL, VA (IC)</b>                                    |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111      | Automobile & other motor vehicle whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421110     | Automobile & other motor vehicle whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4224       | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42243      | Dairy products, (except dried or canned) whsle .....       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422430     | Dairy products, (except dried or canned) whsle .....       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224302    | Dairy product (except raw milk) whsle .....                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whsle .....                                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                 | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>BUENA VISTA, VA (IC)</b>                                |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>—</b>  | <b>—</b>               |

See footnotes at end of table.

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|---------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                 |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>CHARLOTTESVILLE, VA (IC)</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                       | <b>Wholesale trade .....</b>                                    | <b>1.1</b>                               | <b>6.3</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                             | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4211                            | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                            | Furniture & home furnishings whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                            | Professional & commercial equipment & supplies whsle .....      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42143                           | Computer & computer peripheral equipment & software whsle ..... | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 421430                          | Computer & computer peripheral equipment & software whsle ..... | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4214301                         | Computer & peripheral equipment whsle ..                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143012                        | Computers & peripheral equipment for end use .....              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216                            | Electrical goods whsle .....                                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                            | Machinery, equipment, & supplies whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42184                           | Industrial supplies whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421840                          | Industrial supplies whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4219                            | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                             | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                            | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249                           | Other grocery & related products whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490                          | Other grocery & related products whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224903                         | Soft drinks whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                            | Petroleum & petroleum products whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                           | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                          | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228                            | Beer, wine, & distilled alcoholic beverage whsle ..             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42281                           | Beer & ale whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810                          | Beer & ale whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                            | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>CHESAPEAKE, VA (IC)</b>      |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                       | <b>Wholesale trade .....</b>                                    | <b>1.4</b>                               | <b>4.2</b>             | <b>2.3</b>                               | <b>2.2</b>             | <b>—</b>  | <b>7.9</b>             | <b>—</b>  | <b>.3</b>              |
| 421                             | Wholesale trade, durable goods .....                            | 2.5                                      | 3.9                    | 3.1                                      | 3.3                    | —   | 7.4                    | —   | .6                     |
| 4211                            | Motor vehicle & motor vehicle parts & supplies whsle .....      | 2.0                                      | .1                     | D  | D                      | —   | —                      | —   | —                      |
| 42111                           | Automobile & other motor vehicle whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421110                          | Automobile & other motor vehicle whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42112                           | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120                          | Motor vehicle supplies & new parts whsle ..                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211202                         | Motor vehicle supplies & new parts—jobbers .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114                           | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                          | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                            | Lumber & other construction materials whsle .....               | .9                                       | 6.4                    | D  | D                      | D   | D                      | —   | —                      |
| 42131                           | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421310                          | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42132                           | Brick, stone, & related construction materials whsle .....      | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 421320                          | Brick, stone, & related construction materials whsle .....      | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4213203                         | Cement, lime, & related products whsle ..                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214                            | Professional & commercial equipment & supplies whsle .....      | 9.0                                      | 7.9                    | 11.0                                     | 9.7                    | —   | —                      | —   | —                      |
| 42143                           | Computer & computer peripheral equipment & software whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421430                          | Computer & computer peripheral equipment & software whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214301                         | Computer & peripheral equipment whsle ..                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42144                           | Other commercial equipment whsle .....                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421440                          | Other commercial equipment whsle .....                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42145                           | Medical, dental, & hospital equipment & supplies whsle .....    | 26.5                                     | 3.2                    | 26.5                                     | 3.2                    | —   | —                      | —   | —                      |
| 421450                          | Medical, dental, & hospital equipment & supplies whsle .....    | 26.5                                     | 3.2                    | 26.5                                     | 3.2                    | —   | —                      | —   | —                      |
| 4215                            | Metal & mineral (except petroleum) whsle .....                  | .6                                       | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42151                           | Metal service centers & offices .....                           | .6                                       | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421510                          | Metal service centers & offices .....                           | .6                                       | —                      | —  | —                      | —   | —                      | —   | —                      |

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>CHESAPEAKE, VA (IC)—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4216       | Electrical goods whsle . . . . .  | 1.8                                      | 1.7                    | D  | D                      | —   | —                      | —   | —                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 3.6                                      | 8.0                    | D  | D                      | D   | D                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 4.4                                      | 4.3                    | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 4.4                                      | 4.3                    | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | 3.9                                      | —                      | 3.9                                      | —                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | 3.9                                      | —                      | 3.9                                      | —                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 5.1                                      | 14.5                   | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 5.1                                      | 14.5                   | D  | D                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | .1                                       | 2.9                    | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle . . . . .                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .   | 2.3                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .   | 2.3                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218504    | Other service establishment equipment & supplies whsle . . . . .            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42191      | Sporting & recreational goods & supplies whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421910     | Sporting & recreational goods & supplies whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle . . . . .   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle . . . . .   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | .4                                       | 4.5                    | .9                                       | .4                     | —   | 8.1                    | —   | —                      |
| 4221       | Paper & paper product whsle . . . . .                                       | 1.6                                      | —                      | 1.6                                      | —                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                             | .6                                       | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                                  | .9                                       | .4                     | D  | D                      | D   | D                      | D   | D                      |
| 42245      | Confectionery whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422450     | Confectionery whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle . . . . .                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle . . . . .                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224902    | Bread & baked goods whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4225       | Farm-product raw material whsle . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle . . . . .                                  | 4.1                                      | 6.1                    | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area and kind of business                       | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>CHESAPEAKE, VA (IC)—Con.</b>                            |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                     |  |                        |  |                        |   |                        |   |                        |
| 4227       | Petroleum & petroleum products whsle .....                 | —  | 8.0                    | —  | —                      | —   | 10.7                   | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                  | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                  | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42271012   | Petroleum bulk terminals (except LP) .....                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                 | D  | D                      | .5                                       | —                      | —   | —                      | —   | —                      |
| 42291      | Farm supplies whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229102    | Farm supplies—whsle distributors .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>CLIFTON FORGE, VA (IC)</b>                              |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>—</b>  | <b>—</b>               |
| 422        | Wholesale trade, nondurable goods .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>COLONIAL HEIGHTS, VA (IC)</b>                           |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                       | 2.0                                      | .9                     | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>COVINGTON, VA (IC)</b>                                  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                               | <b>—</b>                                 | <b>7.3</b>             | <b>—</b>                                 | <b>7.3</b>             | <b>—</b>  | <b>—</b>               | <b>—</b>  | <b>—</b>               |
| 421        | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....               | —  | 12.9                   | —  | 12.9                   | —   | —                      | —   | —                      |
|            | <b>DANVILLE, VA (IC)</b>                                   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                               | <b>.7</b>                                | <b>1.1</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                       | .7                                       | 6.9                    | D  | D                      | —   | —                      | —   | —                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle ..... | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....               | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                    | .7                                       | .1                     | D  | D                      | D   | D                      | D   | D                      |
| 4223       | Apparel, piece goods, & notions whsle .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42231      | Piece goods, notions, & other dry goods whsle ..           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422310     | Piece goods, notions, & other dry goods whsle ..           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223102    | Notions & other dry goods whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....               | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4224903    | Soft drinks whsle .....                                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

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|------------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                              |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>EMPORIA, VA (IC)</b>      |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                    | <b>Wholesale trade .....</b>                                     | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>-</b>  | <b>-</b>               | <b>-</b>  | <b>-</b>               |
| 421                          | Wholesale trade, durable goods .....                             | 34.4                                     | 61.8                   | 34.4                                     | 61.8                   | -   | -                      | -   | -                      |
| 422                          | Wholesale trade, nondurable goods .....                          | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4227                         | Petroleum & petroleum products whse .....                        | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42271                        | Petroleum bulk stations & terminals .....                        | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422710                       | Petroleum bulk stations & terminals .....                        | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4227101                      | Petroleum bulk stations & terminals (except LP) .....            | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42271011                     | Petroleum bulk stations (except LP) .....                        | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| <b>FAIRFAX, VA (IC)</b>      |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                    | <b>Wholesale trade .....</b>                                     | <b>4.1</b>                               | <b>6.1</b>             | <b>18.4</b>                              | <b>20.7</b>            | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                          | Wholesale trade, durable goods .....                             | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whse .....        | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42112                        | Motor vehicle supplies & new parts whse .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421120                       | Motor vehicle supplies & new parts whse .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4214                         | Professional & commercial equipment & supplies whse .....        | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42141                        | Photographic equipment & supplies whse .....                     | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421410                       | Photographic equipment & supplies whse .....                     | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 42143                        | Computer & computer peripheral equipment & software whse .....   | 4.6                                      | 42.0                   | 4.6                                      | 42.0                   | -   | -                      | -   | -                      |
| 421430                       | Computer & computer peripheral equipment & software whse .....   | 4.6                                      | 42.0                   | 4.6                                      | 42.0                   | -   | -                      | -   | -                      |
| 4214301                      | Computer & peripheral equipment whse .....                       | 5.3                                      | 36.7                   | 5.3                                      | 36.7                   | -   | -                      | -   | -                      |
| 42143012                     | Computers & peripheral equipment for end use .....               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4217                         | Hardware, & plumbing & heating equipment & supplies whse .....   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4219                         | Miscellaneous durable goods whse .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                          | Wholesale trade, nondurable goods .....                          | D  | D                      | D  | D                      | D   | D                      | -   | -                      |
| 4221                         | Paper & paper product whse .....                                 | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 42212                        | Stationery & office supplies whse .....                          | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 422120                       | Stationery & office supplies whse .....                          | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4227                         | Petroleum & petroleum products whse .....                        | D  | D                      | D  | D                      | D   | D                      | -   | -                      |
| 42271                        | Petroleum bulk stations & terminals .....                        | D  | D                      | -  | -                      | D   | D                      | -   | -                      |
| 422710                       | Petroleum bulk stations & terminals .....                        | D  | D                      | -  | -                      | D   | D                      | -   | -                      |
| 4227101                      | Petroleum bulk stations & terminals (except LP) .....            | D  | D                      | -  | -                      | D   | D                      | -   | -                      |
| 42271012                     | Petroleum bulk terminals (except LP) .....                       | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| <b>FALLS CHURCH, VA (IC)</b> |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                    | <b>Wholesale trade .....</b>                                     | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>-</b>  | <b>-</b>               | <b>D</b>  | <b>D</b>               |
| 421                          | Wholesale trade, durable goods .....                             | D  | D                      | 14.9                                     | 8.0                    | -   | -                      | D   | D                      |
| 4216                         | Electrical goods whse .....                                      | D  | D                      | -  | -                      | -   | -                      | D   | D                      |
| 42169                        | Other electronic parts & equipment whse .....                    | D  | D                      | -  | -                      | -   | -                      | D   | D                      |
| 421690                       | Other electronic parts & equipment whse .....                    | D  | D                      | -  | -                      | -   | -                      | D   | D                      |
| 4216902                      | Electronic parts (excluding communications equipment) whse ..... | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| <b>FRANKLIN, VA (IC)</b>     |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                    | <b>Wholesale trade .....</b>                                     | <b>-</b>                                 | <b>80.5</b>            | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>-</b>  | <b>-</b>               |
| 421                          | Wholesale trade, durable goods .....                             | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4218                         | Machinery, equipment, & supplies whse .....                      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                          | Wholesale trade, nondurable goods .....                          | D  | D                      | -  | -                      | D   | D                      | -   | -                      |
| 4224                         | Grocery & related products whse .....                            | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 42245                        | Confectionery whse .....   | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 422450                       | Confectionery whse .....   | D  | D                      | -  | -                      | -   | -                      | -   | -                      |

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| NAICS code                     | Geographic area and kind of business                            | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|--------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>FREDERICKSBURG, VA (IC)</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                      | <b>Wholesale trade .....</b>                                    | <b>1.5</b>                               | <b>.2</b>              | <b>1.8</b>                               | <b>.2</b>              | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                            | Wholesale trade, durable goods .....                            | 5.1                                      | .2                     | D  | D                      | —   | —                      | D   | D                      |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114                          | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                         | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                           | Lumber & other construction materials whsle ....                | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42131                          | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421310                         | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                           | Machinery, equipment, & supplies whsle .....                    | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42183                          | Industrial machinery & equipment whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421830                         | Industrial machinery & equipment whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218303                        | General-purpose industrial machinery & equipment whsle .....    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                         | .1                                       | .2                     | D  | D                      | D   | D                      | —   | —                      |
| 4224                           | Grocery & related products whsle .....                          | .1                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 42249                          | Other grocery & related products whsle .....                    | .1                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422490                         | Other grocery & related products whsle .....                    | .1                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4224903                        | Soft drinks whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224906                        | Other grocery specialties whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                           | Petroleum & petroleum products whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                          | Petroleum bulk stations & terminals .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710                         | Petroleum bulk stations & terminals .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101                        | Petroleum bulk stations & terminals (except LP) .....           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011                       | Petroleum bulk stations (except LP) ....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229                           | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42299                          | Other miscellaneous nondurable goods whsle ..                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422990                         | Other miscellaneous nondurable goods whsle ..                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229904                        | Other nondurable goods whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>GALAX, VA (IC)</b>          |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                      | <b>Wholesale trade .....</b>                                    | <b>21.1</b>                              | <b>.2</b>              | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| <b>HAMPTON, VA (IC)</b>        |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                      | <b>Wholesale trade .....</b>                                    | <b>2.2</b>                               | <b>4.6</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                            | Wholesale trade, durable goods .....                            | 2.8                                      | 5.6                    | D  | D                      | D   | D                      | D   | D                      |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42112                          | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421120                         | Motor vehicle supplies & new parts whsle ...                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4211201                        | Motor vehicle supplies & new parts—warehouse distributors ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213                           | Lumber & other construction materials whsle ....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42131                          | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421310                         | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213102                        | Lumber with yard whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                           | Professional & commercial equipment & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216                           | Electrical goods whsle .....                                    | .6                                       | 3.9                    | D  | D                      | —   | —                      | —   | —                      |
| 42169                          | Other electronic parts & equipment whsle .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421690                         | Other electronic parts & equipment whsle ...                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                           | Machinery, equipment, & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183                          | Industrial machinery & equipment whsle .....                    | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421830                         | Industrial machinery & equipment whsle .....                    | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218305                        | Materials handling equipment whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184                          | Industrial supplies whsle .....                                 | .9                                       | —                      | .9                                       | —                      | —   | —                      | —   | —                      |
| 421840                         | Industrial supplies whsle .....                                 | .9                                       | —                      | .9                                       | —                      | —   | —                      | —   | —                      |
| 4219                           | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                         | .4                                       | 1.7                    | D  | D                      | —   | —                      | —   | —                      |
| 4224                           | Grocery & related products whsle .....                          | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4228                           | Beer, wine, & distilled alcoholic beverage whsle ..             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42281                          | Beer & ale whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810                         | Beer & ale whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

Table 6. **Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                   | Geographic area and kind of business                        | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                              |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>HARRISONBURG, VA (IC)</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | <b>Wholesale trade</b> .....                                | .6                                       | 1.3                    | D  | D                      | D   | D                      | D   | D                      |
| 421                          | Wholesale trade, durable goods .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                        | Automobile & other motor vehicle whsle .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421110                       | Automobile & other motor vehicle whsle .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211104                      | Medium truck & tractor (14,001 lb to 26,000 lb) whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                         | Machinery, equipment, & supplies whsle .....                | —  | 2.5                    | D  | D                      | —   | —                      | —   | —                      |
| 42182                        | Farm & garden machinery & equipment whsle .....             | —  | 6.0                    | —  | 6.0                    | —   | —                      | —   | —                      |
| 421820                       | Farm & garden machinery & equipment whsle .....             | —  | 6.0                    | —  | 6.0                    | —   | —                      | —   | —                      |
| 4218201                      | Farm machinery & equipment—farm dealers .....               | —  | 6.0                    | —  | 6.0                    | —   | —                      | —   | —                      |
| 42184                        | Industrial supplies whsle .....                             | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421840                       | Industrial supplies whsle .....                             | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4219                         | Miscellaneous durable goods whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199                        | Other miscellaneous durable goods whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990                       | Other miscellaneous durable goods whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                     | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4221                         | Paper & paper product whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224                         | Grocery & related products whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42244                        | Poultry & poultry product whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422440                       | Poultry & poultry product whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224402                      | Poultry & poultry product (except live) whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                         | Petroleum & petroleum products whsle .....                  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42271                        | Petroleum bulk stations & terminals .....                   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                       | Petroleum bulk stations & terminals .....                   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4227101                      | Petroleum bulk stations & terminals (except LP) .....       | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42271011                     | Petroleum bulk stations (except LP) .....                   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                         | Miscellaneous nondurable goods whsle .....                  | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42291                        | Farm supplies whsle .....                                   | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422910                       | Farm supplies whsle .....                                   | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4229102                      | Farm supplies—whsle distributors .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>HOPEWELL, VA (IC)</b>     |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | <b>Wholesale trade</b> .....                                | —  | 39.6                   | D  | D                      | D   | D                      | —   | —                      |
| 421                          | Wholesale trade, durable goods .....                        | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4219                         | Miscellaneous durable goods whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                     | —  | 44.5                   | D  | D                      | D   | D                      | —   | —                      |
| 4226                         | Chemical & allied products whsle .....                      | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42269                        | Other chemical & allied products whsle .....                | —  | 65.3                   | —  | —                      | D   | D                      | —   | —                      |
| 422690                       | Other chemical & allied products whsle .....                | —  | 65.3                   | —  | —                      | D   | D                      | —   | —                      |
| 4226901                      | Industrial gases (except LP) whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4226902                      | Other chemical & allied products whsle .....                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227                         | Petroleum & petroleum products whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                        | Petroleum bulk stations & terminals .....                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                       | Petroleum bulk stations & terminals .....                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>LEXINGTON, VA (IC)</b>    |   |  |                        |  |                        |   |                        |   |                        |
| 42                           | <b>Wholesale trade</b> .....                                | 1.2                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 421                          | Wholesale trade, durable goods .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.



**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code                | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|---------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                           |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>LYNCHBURG, VA (IC)</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                        | Wholesale trade .....   | 1.6                                      | 8.0                    | 2.7                                      | 13.6                   | D   | D                      | D   | D                      |
| 421                       | Wholesale trade, durable goods .....                                    | 3.7                                      | 5.7                    | D  | D                      | —   | —                      | D   | D                      |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                      | Lumber & other construction materials whsle ....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216                      | Electrical goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42161                     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421610                    | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42169                     | Other electronic parts & equipment whsle .....                          | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421690                    | Other electronic parts & equipment whsle ....                           | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4216902                   | Electronic parts (excluding communications equipment) whsle .....       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217                      | Hardware, & plumbing & heating equipment & supplies whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                      | Machinery, equipment, & supplies whsle .....                            | .5                                       | 14.9                   | D  | D                      | —   | —                      | —   | —                      |
| 42183                     | Industrial machinery & equipment whsle .....                            | —  | 12.8                   | —  | —                      | —   | —                      | —   | —                      |
| 421830                    | Industrial machinery & equipment whsle .....                            | —  | 12.8                   | —  | —                      | —   | —                      | —   | —                      |
| 42184                     | Industrial supplies whsle .....   | .9                                       | 19.7                   | D  | D                      | —   | —                      | —   | —                      |
| 421840                    | Industrial supplies whsle .....   | .9                                       | 19.7                   | D  | D                      | —   | —                      | —   | —                      |
| 4219                      | Miscellaneous durable goods whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193                     | Recyclable material whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421930                    | Recyclable material whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                       | Wholesale trade, nondurable goods .....                                 | .6                                       | 9.1                    | D  | D                      | —   | —                      | D   | D                      |
| 4221                      | Paper & paper product whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223                      | Apparel, piece goods, & notions whsle .....                             | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42234                     | Footwear whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422340                    | Footwear whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4224                      | Grocery & related products whsle .....                                  | —  | 49.9                   | D  | D                      | —   | —                      | —   | —                      |
| 42249                     | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490                    | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225                      | Farm-product raw material whsle .....                                   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4227                      | Petroleum & petroleum products whsle .....                              | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42271                     | Petroleum bulk stations & terminals .....                               | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                    | Petroleum bulk stations & terminals .....                               | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4227101                   | Petroleum bulk stations & terminals (except LP) .....                   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42271011                  | Petroleum bulk stations (except LP) ....                                | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4228                      | Beer, wine, & distilled alcoholic beverage whsle ..                     | —  | 31.1                   | —  | —                      | —   | —                      | —   | —                      |
| 42281                     | Beer & ale whsle .....  | —  | 31.1                   | —  | —                      | —   | —                      | —   | —                      |
| 422810                    | Beer & ale whsle .....  | —  | 31.1                   | —  | —                      | —   | —                      | —   | —                      |
| 4229                      | Miscellaneous nondurable goods whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42299                     | Other miscellaneous nondurable goods whsle ..                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422990                    | Other miscellaneous nondurable goods whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>MANASSAS, VA (IC)</b>  |   |  |                        |  |                        |   |                        |   |                        |
| 42                        | Wholesale trade .....   | 30.8                                     | 1.8                    | 36.7                                     | 1.7                    | —   | 2.7                    | —   | —                      |
| 421                       | Wholesale trade, durable goods .....                                    | 1.8                                      | 3.6                    | D  | D                      | D   | D                      | —   | —                      |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                      | Lumber & other construction materials whsle ....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42131                     | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421310                    | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214                      | Professional & commercial equipment & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143                     | Computer & computer peripheral equipment & software whsle .....         | 1.8                                      | —                      | 1.8                                      | —                      | —   | —                      | —   | —                      |
| 421430                    | Computer & computer peripheral equipment & software whsle .....         | 1.8                                      | —                      | 1.8                                      | —                      | —   | —                      | —   | —                      |
| 4214301                   | Computer & peripheral equipment whsle ..                                | 1.8                                      | —                      | 1.8                                      | —                      | —   | —                      | —   | —                      |
| 42143012                  | Computers & peripheral equipment for end use .....                      | 1.8                                      | —                      | 1.8                                      | —                      | —   | —                      | —   | —                      |
| 4216                      | Electrical goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42161                     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421610                    | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42169                     | Other electronic parts & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421690                    | Other electronic parts & equipment whsle ....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216902                   | Electronic parts (excluding communications equipment) whsle .....       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>MANASSAS, VA (IC)—Con.</b>                                       |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                                 |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                             | 49.0                                     | .7                     | D  | D                      | D   | D                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                              | 52.7                                     | —                      | D  | D                      | D   | D                      | —   | —                      |
| 42242      | Packaged frozen food whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422420     | Packaged frozen food whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                        | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....                        | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4224902    | Bread & baked goods whsle .....                                     | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>MANASSAS PARK, VA (IC)</b>                                       |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>3.1</b>                               | <b>—</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>—</b>  | <b>—</b>               |
| 421        | Wholesale trade, durable goods .....                                | 3.1                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>MARTINSVILLE, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>3.7</b>                               | <b>.1</b>              | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                        | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                             | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle .....                         | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42232      | Men's & boys' clothing & furnishings whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422320     | Men's & boys' clothing & furnishings whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>NEWPORT NEWS, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>1.4</b>                               | <b>8.4</b>             | <b>1.6</b>                               | <b>10.4</b>            | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                | .9                                       | 3.7                    | D  | D                      | D   | D                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42121      | Furniture whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421210     | Furniture whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42122      | Home furnishings whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421220     | Home furnishings whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212202    | Linens, domestics, draperies, & curtains whsle .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle .....          | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42142      | Office equipment whsle .....  | 9.8                                      | 45.4                   | 9.8                                      | 45.4                   | —   | —                      | —   | —                      |
| 421420     | Office equipment whsle .....  | 9.8                                      | 45.4                   | 9.8                                      | 45.4                   | —   | —                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whsle .....     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421430     | Computer & computer peripheral equipment & software whsle .....     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214301    | Computer & peripheral equipment whsle ..                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42171      | Hardware whsle .....  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421710     | Hardware whsle .....  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle .....     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle .....     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area and kind of business                                       | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>NEWPORT NEWS, VA (IC)—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.  |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                           | .8                                       | 1.2                    | D  | D                      | D   | D                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .  | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .  | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                | 2.6                                      | 20.1                   | D  | D                      | D   | D                      | —   | —                      |
| 4221       | Paper & paper product whsle . . . . .                                      | —  | 8.3                    | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                                 | 4.9                                      | 38.4                   | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle . . . . .                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals . . . . .                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals . . . . .                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>NORFOLK, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>   | <b>1.0</b>                               | <b>2.8</b>             | <b>1.5</b>                               | <b>3.0</b>             | <b>—</b>  | <b>5.2</b>             | <b>—</b>  | <b>.1</b>              |
| 421        | Wholesale trade, durable goods . . . . .                                   | 2.7                                      | 7.6                    | 3.7                                      | 10.2                   | D   | D                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111      | Automobile & other motor vehicle whsle . . . . .                           | 3.2                                      | 27.0                   | 3.2                                      | 27.0                   | —   | —                      | —   | —                      |
| 421110     | Automobile & other motor vehicle whsle . . . . .                           | 3.2                                      | 27.0                   | 3.2                                      | 27.0                   | —   | —                      | —   | —                      |
| 4211104    | Medium truck & tractor (14,001 lb to 26,000 lb) whsle . . . . .            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114      | Motor vehicle parts, (used) whsle . . . . .                                | 38.0                                     | .9                     | 38.0                                     | .9                     | —   | —                      | —   | —                      |
| 421140     | Motor vehicle parts, (used) whsle . . . . .                                | 38.0                                     | .9                     | 38.0                                     | .9                     | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle . . . . .                               | 26.0                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42121      | Furniture whsle . . . . .  | 19.0                                     | —                      | 19.0                                     | —                      | —   | —                      | —   | —                      |
| 421210     | Furniture whsle . . . . .  | 19.0                                     | —                      | 19.0                                     | —                      | —   | —                      | —   | —                      |
| 42122      | Home furnishings whsle . . . . .   | 35.8                                     | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421220     | Home furnishings whsle . . . . .   | 35.8                                     | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle . . . . .                      | —  | 1.9                    | D  | D                      | —   | —                      | —   | —                      |
| 42132      | Brick, stone, & related construction materials whsle . . . . .             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421320     | Brick, stone, & related construction materials whsle . . . . .             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213202    | Sand, gravel, & stone whsle . . . . .                                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .             | .5                                       | 8.2                    | D  | D                      | D   | D                      | —   | —                      |
| 42142      | Office equipment whsle . . . . .   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 421420     | Office equipment whsle . . . . .   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214301    | Computer & peripheral equipment whsle . . . . .                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use . . . . .                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42146      | Ophthalmic goods whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421460     | Ophthalmic goods whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>NORFOLK, VA (IC)—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4216       | Electrical goods whsle . . . . .  | 1.2                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | .6                                       | 14.0                   | D  | D                      | —   | —                      | D   | D                      |
| 42171      | Hardware whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421710     | Hardware whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42174      | Refrigeration equipment & supplies whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421740     | Refrigeration equipment & supplies whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | .1                                       | 6.5                    | D  | D                      | —   | —                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | —  | 2.1                    | —  | 2.1                    | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | —  | 2.1                    | —  | 2.1                    | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .   | .2                                       | .9                     | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .   | .2                                       | .9                     | D  | D                      | —   | —                      | —   | —                      |
| 4218401    | General-line industrial supplies whsle . . . . .                            | .6                                       | —                      | .6                                       | —                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | —  | 23.1                   | —  | 23.1                   | —   | —                      | —   | —                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | —  | 23.1                   | —  | 23.1                   | —   | —                      | —   | —                      |
| 4218602    | Marine machinery, equipment, & supplies whsle . . . . .                     | —  | 23.1                   | —  | 23.1                   | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42192      | Toy & hobby goods & supplies whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421920     | Toy & hobby goods & supplies whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | —  | 53.8                   | —  | 53.8                   | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | —  | 53.8                   | —  | 53.8                   | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | .4                                       | 1.0                    | .7                                       | .3                     | D   | D                      | D   | D                      |
| 4221       | Paper & paper product whsle . . . . .                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle . . . . .                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle . . . . .                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42213      | Industrial & personal service paper whsle . . . . .                         | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422130     | Industrial & personal service paper whsle . . . . .                         | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                             | D  | D                      | 1.9                                      | .5                     | —   | —                      | —   | —                      |
| 42232      | Men's & boys' clothing & furnishings whsle . . . . .                        | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422320     | Men's & boys' clothing & furnishings whsle . . . . .                        | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42233      | Women's, children's, & infants' clothing & accessories whsle . . . . .      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422330     | Women's, children's, & infants' clothing & accessories whsle . . . . .      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                                  | .3                                       | .2                     | .5                                       | .1                     | D   | D                      | D   | D                      |
| 42242      | Packaged frozen food whsle . . . . .  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422420     | Packaged frozen food whsle . . . . .  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42248      | Fresh fruit & vegetable whsle . . . . .                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422480     | Fresh fruit & vegetable whsle . . . . .                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle . . . . .                            | —  | .2                     | D  | D                      | D   | D                      | D   | D                      |
| 422490     | Other grocery & related products whsle . . . . .                            | —  | .2                     | D  | D                      | D   | D                      | D   | D                      |
| 4224903    | Soft drinks whsle . . . . .   | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4224904    | Canned goods whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224905    | Food & beverage basic materials whsle . . . . .                             | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4225       | Farm-product raw material whsle . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle . . . . .                                  | —  | 11.3                   | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

Table 6. **Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code | Geographic area and kind of business                                  | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>NORFOLK, VA (IC)—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                                |  |                        |  |                        |   |                        |   |                        |
| 4227       | Petroleum & petroleum products whse .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whse ..                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whse .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whse .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whse .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42291      | Farm supplies whse .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whse .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229102    | Farm supplies—whse distributors .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42292      | Book, periodical, & newspaper whse .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422920     | Book, periodical, & newspaper whse .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42293      | Flower, nursery stock, & florists' supplies whse ..                   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422930     | Flower, nursery stock, & florists' supplies whse ..                   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whse ..                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422990     | Other miscellaneous nondurable goods whse ..                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229904    | Other nondurable goods whse .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>NORTON, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | —  | <b>8.3</b>             | <b>D</b>                                 | <b>D</b>               | —   | <b>7.4</b>             | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4215       | Metal & mineral (except petroleum) whse .....                         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4218       | Machinery, equipment, & supplies whse .....                           | —  | 15.3                   | D  | D                      | D   | D                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whse ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whse ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                               | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4224       | Grocery & related products whse .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whse .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whse .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whse .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whse .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whse .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whse .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>PETERSBURG, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>9.5</b>                               | <b>1.2</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                  | 15.6                                     | 2.0                    | D  | D                      | —   | —                      | —   | —                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whse ..                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whse ....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42131      | Lumber, plywood, millwork, & wood panel whse .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421310     | Lumber, plywood, millwork, & wood panel whse .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whse ..                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42146      | Ophthalmic goods whse .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421460     | Ophthalmic goods whse .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whse .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whse ..                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whse ..                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218504    | Other service establishment equipment & supplies whse ..              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                               | 1.3                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4224       | Grocery & related products whse .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whse .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whse .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whse .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>POQUOSON, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | —   | —                      | <b>D</b>  | <b>D</b>               |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

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|----------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>PORTSMOUTH, VA (IC)</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                         | Wholesale trade .....   | 2.5                                      | 6.9                    | 3.0                                      | 6.4                    | D   | D                      | D   | D                      |
| 421                        | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                       | Furniture & home furnishings whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42122                      | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421220                     | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                       | Lumber & other construction materials whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4217                       | Hardware, & plumbing & heating equipment & supplies whsle ..... | 8.4                                      | 37.6                   | 8.4                                      | 37.6                   | —   | —                      | —   | —                      |
| 4218                       | Machinery, equipment, & supplies whsle .....                    | 5.2                                      | 2.2                    | 5.2                                      | 2.2                    | —   | —                      | —   | —                      |
| 42183                      | Industrial machinery & equipment whsle .....                    | 4.0                                      | 3.0                    | 4.0                                      | 3.0                    | —   | —                      | —   | —                      |
| 421830                     | Industrial machinery & equipment whsle .....                    | 4.0                                      | 3.0                    | 4.0                                      | 3.0                    | —   | —                      | —   | —                      |
| 4218303                    | General-purpose industrial machinery & equipment whsle .....    | 4.2                                      | 1.9                    | 4.2                                      | 1.9                    | —   | —                      | —   | —                      |
| 4219                       | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                        | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4223                       | Apparel, piece goods, & notions whsle .....                     | .2                                       | 18.9                   | D  | D                      | —   | —                      | —   | —                      |
| 4224                       | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42244                      | Poultry & poultry product whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422440                     | Poultry & poultry product whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>RADFORD, VA (IC)</b>    |   |  |                        |  |                        |   |                        |   |                        |
| 42                         | Wholesale trade .....   | 28.4                                     | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422                        | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                       | Grocery & related products whsle .....                          | D  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                       | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>RICHMOND, VA (IC)</b>   |   |  |                        |  |                        |   |                        |   |                        |
| 42                         | Wholesale trade .....   | .7                                       | 2.2                    | 1.3                                      | 3.7                    | —   | .3                     | —   | .1                     |
| 421                        | Wholesale trade, durable goods .....                            | .9                                       | 4.0                    | 1.6                                      | 6.5                    | —   | .4                     | .1  | —                      |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle .....      | 3.3                                      | 2.5                    | D  | D                      | D   | D                      | D   | D                      |
| 42111                      | Automobile & other motor vehicle whsle .....                    | 4.1                                      | —                      | 5.5                                      | —                      | D   | D                      | D   | D                      |
| 421110                     | Automobile & other motor vehicle whsle .....                    | 4.1                                      | —                      | 5.5                                      | —                      | D   | D                      | D   | D                      |
| 4211105                    | Heavy truck & tractor (over 26,000 lb) whsle .....              | D  | D                      | 1.4                                      | —                      | —   | —                      | —   | —                      |
| 42112                      | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120                     | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211201                    | Motor vehicle supplies & new parts—warehouse distributors ..... | .3                                       | 12.4                   | D  | D                      | —   | —                      | —   | —                      |
| 42114                      | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                     | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                       | Furniture & home furnishings whsle .....                        | .8                                       | —                      | .8                                       | —                      | —   | —                      | —   | —                      |
| 42121                      | Furniture whsle .....   | .8                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421210                     | Furniture whsle .....   | .8                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4212102                    | Office & business furniture whsle .....                         | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4213                       | Lumber & other construction materials whsle .....               | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42131                      | Lumber, plywood, millwork, & wood panel whsle .....             | —  | 10.2                   | —  | —                      | —   | —                      | —   | —                      |
| 421310                     | Lumber, plywood, millwork, & wood panel whsle .....             | —  | 10.2                   | —  | —                      | —   | —                      | —   | —                      |
| 42139                      | Other construction materials whsle .....                        | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421390                     | Other construction materials whsle .....                        | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4213901                    | Flat glass & other construction glass whsle .....               | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4214                       | Professional & commercial equipment & supplies whsle .....      | 2.2                                      | 3.6                    | 3.2                                      | 5.3                    | —   | —                      | D   | D                      |
| 42143                      | Computer & computer peripheral equipment & software whsle ..... | .4                                       | 12.0                   | D  | D                      | —   | —                      | —   | —                      |
| 421430                     | Computer & computer peripheral equipment & software whsle ..... | .4                                       | 12.0                   | D  | D                      | —   | —                      | —   | —                      |
| 4214301                    | Computer & peripheral equipment whsle ..                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143012                   | Computers & peripheral equipment for end use .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42144                      | Other commercial equipment whsle .....                          | 26.7                                     | 3.6                    | 26.7                                     | 3.6                    | —   | —                      | —   | —                      |
| 421440                     | Other commercial equipment whsle .....                          | 26.7                                     | 3.6                    | 26.7                                     | 3.6                    | —   | —                      | —   | —                      |
| 4214402                    | Store machines & equipment whsle .....                          | —  | 5.8                    | —  | 5.8                    | —   | —                      | —   | —                      |
| 42145                      | Medical, dental, & hospital equipment & supplies whsle .....    | .2                                       | —                      | .3                                       | —                      | —   | —                      | D   | D                      |
| 421450                     | Medical, dental, & hospital equipment & supplies whsle .....    | .2                                       | —                      | .3                                       | —                      | —   | —                      | D   | D                      |
| 4214501                    | Surgical, medical, & hospital supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | D   | D                      |

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>RICHMOND, VA (IC)—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42151      | Metal service centers & offices . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510     | Metal service centers & offices . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215102    | Nonferrous metal service centers & sales offices . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151021   | Nonferrous metal service centers . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4215201    | Coal whsle . . . . .  | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4216       | Electrical goods whsle . . . . .  | 1.8                                      | 5.0                    | D  | D                      | D   | D                      | —   | —                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | —  | 28.8                   | D  | D                      | D   | D                      | —   | —                      |
| 42171      | Hardware whsle . . . . .  | —  | 35.2                   | D  | D                      | —   | —                      | —   | —                      |
| 421710     | Hardware whsle . . . . .  | —  | 35.2                   | D  | D                      | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | —  | 40.5                   | D  | D                      | —   | —                      | —   | —                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | —  | 40.5                   | D  | D                      | —   | —                      | —   | —                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | —  | 17.4                   | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | —  | 17.4                   | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | .8                                       | 4.2                    | .9                                       | 4.5                    | —   | 2.3                    | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | .6                                       | 15.4                   | .7                                       | 18.6                   | D   | D                      | D   | D                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | .6                                       | 15.4                   | .7                                       | 18.6                   | D   | D                      | D   | D                      |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | —  | 15.9                   | —  | 23.2                   | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle . . . . .                                | —  | 22.2                   | —  | 22.2                   | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218406    | Other industrial supplies whsle . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218502    | Custodial, janitors' equipment & supplies whsle . . . . .                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle . . . . .   | .6                                       | 4.1                    | .6                                       | 4.1                    | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle . . . . .   | .6                                       | 4.1                    | .6                                       | 4.1                    | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219302    | Recyclable paper & paperboard whsle . . . . .                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219303    | Other recyclable material whsle . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219905    | Fire extinguishers & fire safety equipment whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>RICHMOND, VA (IC)—Con.</b>                                   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                     |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods .....                         | .5                                       | .3                     | 1.0                                      | .4                     | —   | .2                     | —   | .2                     |
| 4221       | Paper & paper product whsle .....                               | —  | .1                     | D  | D                      | D   | D                      | —   | —                      |
| 42211      | Printing & writing paper whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422110     | Printing & writing paper whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                          | .9                                       | 1.5                    | 1.5                                      | 2.5                    | D   | D                      | D   | D                      |
| 42243      | Dairy products, (except dried or canned) whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422430     | Dairy products, (except dried or canned) whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224302    | Dairy product (except raw milk) whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42245      | Confectionery whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422450     | Confectionery whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42246      | Fish & seafood whsle .....                                      | —  | .9                     | —  | .9                     | —   | —                      | —   | —                      |
| 422460     | Fish & seafood whsle .....                                      | —  | .9                     | —  | .9                     | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                    | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 422490     | Other grocery & related products whsle .....                    | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4224903    | Soft drinks whsle .....   | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4225       | Farm-product raw material whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42259      | Other farm product raw material whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422590     | Other farm product raw material whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225902    | Leaf tobacco whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                       | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                       | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....           | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271012   | Petroleum bulk terminals (except LP) .....                      | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227102    | Liquefied petroleum bulk stations & terminals .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..             | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42282      | Wine & distilled alcoholic beverage whsle .....                 | —  | —                      | —  | —                      | —   | —                      | D   | D                      |
| 422820     | Wine & distilled alcoholic beverage whsle .....                 | —  | —                      | —  | —                      | —   | —                      | D   | D                      |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle ..... | —  | —                      | —  | —                      | —   | —                      | D   | D                      |
| 4229       | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42291      | Farm supplies whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229102    | Farm supplies—whsle distributors .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42295      | Paint, varnish, & supplies whsle .....                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422950     | Paint, varnish, & supplies whsle .....                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229501    | Paint, varnish, & supplies whsle .....                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>ROANOKE, VA (IC)</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                                    | <b>2.0</b>                               | <b>4.0</b>             | <b>3.2</b>                               | <b>6.4</b>             | —   | —                      | —   | <b>.3</b>              |
| 421        | Wholesale trade, durable goods .....                            | 2.4                                      | 6.3                    | 3.2                                      | 8.1                    | —   | —                      | —   | .9                     |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112      | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120     | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211202    | Motor vehicle supplies & new parts—jobbers .....                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42114      | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140     | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42121      | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421210     | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212102    | Office & business furniture whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.



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|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>ROANOKE, VA (IC)—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.  |  |                        |  |                        |   |                        |   |                        |
| 4214       | Professional & commercial equipment & supplies whse . . . . .              | .3                                       | 11.9                   | D  | D                      | D   | D                      | —   | —                      |
| 42142      | Office equipment whse . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421420     | Office equipment whse . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whse . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421430     | Computer & computer peripheral equipment & software whse . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214301    | Computer & peripheral equipment whse . . . . .                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use . . . . .                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42145      | Medical, dental, & hospital equipment & supplies whse . . . . .            | —  | 65.9                   | D  | D                      | —   | —                      | —   | —                      |
| 421450     | Medical, dental, & hospital equipment & supplies whse . . . . .            | —  | 65.9                   | D  | D                      | —   | —                      | —   | —                      |
| 4214501    | Surgical, medical, & hospital supplies whse . . . . .                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42146      | Ophthalmic goods whse . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421460     | Ophthalmic goods whse . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215       | Metal & mineral (except petroleum) whse . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151      | Metal service centers & offices . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510     | Metal service centers & offices . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151011   | Ferrous metal service centers . . . . .                                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216       | Electrical goods whse . . . . .  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whse . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whse . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42162      | Electrical appliance, television & radio set whse . . . . .                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whse . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421690     | Other electronic parts & equipment whse . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whse . . . . .         | 2.1                                      | 6.4                    | 2.1                                      | 6.2                    | —   | —                      | —   | —                      |
| 42171      | Hardware whse . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421710     | Hardware whse . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whse . . . . .    | —  | 4.7                    | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whse . . . . .    | —  | 4.7                    | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whse . . . . .                            | 1.1                                      | 3.1                    | 1.4                                      | 3.9                    | D   | D                      | D   | D                      |
| 42183      | Industrial machinery & equipment whse . . . . .                            | .1                                       | 6.6                    | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whse . . . . .                            | .1                                       | 6.6                    | D  | D                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whse . . . . .            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whse . . . . .                                | —  | 18.5                   | —  | 18.5                   | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whse . . . . .   | 2.3                                      | .5                     | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whse . . . . .   | 2.3                                      | .5                     | D  | D                      | —   | —                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whse . . . . .                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whse . . . . .                  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whse . . . . .                  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whse . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whse . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421930     | Recyclable material whse . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4219303    | Other recyclable material whse . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whse . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whse . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                | 1.3                                      | .2                     | 3.5                                      | .4                     | —   | —                      | —   | —                      |
| 4221       | Paper & paper product whse . . . . .                                       | D  | D                      | 14.0                                     | —                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whse . . . . .                                | 17.5                                     | —                      | D  | —                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whse . . . . .                                | 17.5                                     | —                      | D  | —                      | —   | —                      | —   | —                      |
| 42213      | Industrial & personal service paper whse . . . . .                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422130     | Industrial & personal service paper whse . . . . .                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whse . . . . .                                  | .2                                       | .2                     | D  | D                      | —   | —                      | D   | D                      |
| 42241      | General-line grocery whse . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whse . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whse . . . . .                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whse . . . . .                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whse . . . . .                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224902    | Bread & baked goods whse . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

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|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>ROANOKE, VA (IC)—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                                 |  |                        |  |                        |   |                        |   |                        |
| 4226       | Chemical & allied products whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                             | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422990     | Other miscellaneous nondurable goods whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229904    | Other nondurable goods whsle .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>SALEM, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>   | <b>1.2</b>                               | <b>3.2</b>             | <b>2.6</b>                               | <b>6.6</b>             | <b>—</b>  | <b>.6</b>              | <b>—</b>  | <b>—</b>               |
| 421        | Wholesale trade, durable goods .....                                   | 2.8                                      | 6.4                    | D  | D                      | D   | D                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111      | Automobile & other motor vehicle whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421110     | Automobile & other motor vehicle whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                           | .7                                       | 8.0                    | D  | D                      | D   | D                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle ..... | —  | 8.7                    | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle ..... | —  | 8.7                    | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218304    | Metalworking machinery & equipment whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle .....                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle .....                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                | —  | 1.0                    | D  | D                      | D   | D                      | D   | D                      |
| 4221       | Paper & paper product whsle .....                                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42213      | Industrial & personal service paper whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422130     | Industrial & personal service paper whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                                 | —  | 1.3                    | D  | D                      | D   | D                      | D   | D                      |
| 42245      | Confectionery whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422450     | Confectionery whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | D   | D                      | D   | D                      |
| 422490     | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | D   | D                      | D   | D                      |
| 4224904    | Canned goods whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>STAUNTON, VA (IC)</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>   | <b>.3</b>                                | <b>8.0</b>             | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                   | .9                                       | 24.4                   | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                           | —  | 1.9                    | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                | —  | 2.8                    | D  | D                      | —   | —                      | D   | D                      |
| 4224       | Grocery & related products whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225       | Farm-product raw material whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42252      | Livestock whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422520     | Livestock whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                             | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42271      | Petroleum bulk stations & terminals .....                              | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422710     | Petroleum bulk stations & terminals .....                              | D  | D                      | —  | —                      | —   | —                      | D   | D                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                     | Geographic area and kind of business                            | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|--------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>SUFFOLK, VA (IC)</b>        |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                      | <b>Wholesale trade .....</b>                                    | <b>.3</b>                                | <b>1.6</b>             | <b>.8</b>                                | <b>3.7</b>             | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                            | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                          | Automobile & other motor vehicle whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421110                         | Automobile & other motor vehicle whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                           | Machinery, equipment, & supplies whsle .....                    | 8.1                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                           | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193                          | Recyclable material whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421930                         | Recyclable material whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219302                        | Recyclable paper & paperboard whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                            | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4224                           | Grocery & related products whsle .....                          | —  | .1                     | D  | D                      | D   | D                      | —   | —                      |
| 42242                          | Packaged frozen food whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422420                         | Packaged frozen food whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42245                          | Confectionery whsle .....                                       | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422450                         | Confectionery whsle .....                                       | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42249                          | Other grocery & related products whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490                         | Other grocery & related products whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4225                           | Farm-product raw material whsle .....                           | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42259                          | Other farm product raw material whsle .....                     | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422590                         | Other farm product raw material whsle .....                     | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4225905                        | Other farm-product raw material whsle .....                     | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226                           | Chemical & allied products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269                          | Other chemical & allied products whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690                         | Other chemical & allied products whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902                        | Other chemical & allied products whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                           | Petroleum & petroleum products whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                          | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                         | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                           | Miscellaneous nondurable goods whsle .....                      | D  | D                      | 8.7                                      | 3.0                    | —   | —                      | —   | —                      |
| <b>VIRGINIA BEACH, VA (IC)</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                      | <b>Wholesale trade .....</b>                                    | <b>2.9</b>                               | <b>2.6</b>             | <b>3.7</b>                               | <b>3.0</b>             | <b>—</b>  | <b>1.2</b>             | <b>—</b>  | <b>1.0</b>             |
| 421                            | Wholesale trade, durable goods .....                            | 3.7                                      | 4.3                    | 4.3                                      | 4.5                    | —   | —                      | .1  | 3.2                    |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                          | Automobile & other motor vehicle whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421110                         | Automobile & other motor vehicle whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112                          | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120                         | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                           | Furniture & home furnishings whsle .....                        | 8.7                                      | 7.0                    | D  | D                      | —   | —                      | —   | —                      |
| 4213                           | Lumber & other construction materials whsle .....               | 1.4                                      | —                      | 1.6                                      | —                      | —   | —                      | —   | —                      |
| 42131                          | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421310                         | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213101                        | Lumber without yard whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213103                        | Plywood, veneer, millwork, & wood panel whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42132                          | Brick, stone, & related construction materials whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421320                         | Brick, stone, & related construction materials whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213202                        | Sand, gravel, & stone whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                           | Professional & commercial equipment & supplies whsle .....      | 4.0                                      | 7.5                    | 4.2                                      | 7.4                    | —   | —                      | —   | —                      |
| 42142                          | Office equipment whsle .....                                    | 3.8                                      | 10.8                   | 4.7                                      | 10.6                   | —   | —                      | —   | —                      |
| 421420                         | Office equipment whsle .....                                    | 3.8                                      | 10.8                   | 4.7                                      | 10.6                   | —   | —                      | —   | —                      |
| 42143                          | Computer & computer peripheral equipment & software whsle ..... | 4.6                                      | 8.5                    | D  | D                      | —   | —                      | —   | —                      |
| 421430                         | Computer & computer peripheral equipment & software whsle ..... | 4.6                                      | 8.5                    | D  | D                      | —   | —                      | —   | —                      |
| 4214301                        | Computer & peripheral equipment whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143012                       | Computers & peripheral equipment for end use .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42144                          | Other commercial equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421440                         | Other commercial equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215                           | Metal & mineral (except petroleum) whsle .....                  | 3.0                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42151                          | Metal service centers & offices .....                           | 3.0                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421510                         | Metal service centers & offices .....                           | 3.0                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4215101                        | Ferrous metal service centers & sales offices .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151011                       | Ferrous metal service centers .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215102                        | Nonferrous metal service centers & sales offices .....          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151021                       | Nonferrous metal service centers .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

Table 6. **Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area and kind of business                                       | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>VIRGINIA BEACH, VA (IC)—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.  |  |                        |  |                        |   |                        |   |                        |
| 4216       | Electrical goods whse . . . . .  | 3.9                                      | 1.5                    | D  | D                      | —   | —                      | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whse . . . . . | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whse . . . . . | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42162      | Electrical appliance, television & radio set whse . . . . .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421620     | Electrical appliance, television & radio set whse . . . . .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whse . . . . .                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421690     | Other electronic parts & equipment whse . . . . .                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4216902    | Electronic parts (excluding communications equipment) whse . . . . .       | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whse . . . . .         | —  | 18.4                   | —  | 21.6                   | —   | —                      | —   | 12.5                   |
| 42171      | Hardware whse . . . . .  | —  | 17.7                   | —  | 17.7                   | —   | —                      | —   | —                      |
| 421710     | Hardware whse . . . . .  | —  | 17.7                   | —  | 17.7                   | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whse . . . . .         | —  | 15.4                   | —  | —                      | —   | —                      | —   | —                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whse . . . . .         | —  | 15.4                   | —  | —                      | —   | —                      | —   | —                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whse . . . . .    | —  | 22.7                   | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whse . . . . .    | —  | 22.7                   | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whse . . . . .                            | 8.6                                      | 5.3                    | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whse . . . . .                            | 1.6                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whse . . . . .                            | 1.6                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whse . . . . .   | 4.4                                      | 11.1                   | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whse . . . . .   | 4.4                                      | 11.1                   | D  | D                      | —   | —                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whse . . . . .                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whse . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whse . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whse . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42191      | Sporting & recreational goods & supplies whse . . . . .                    | 1.8                                      | 2.3                    | D  | D                      | —   | —                      | —   | —                      |
| 421910     | Sporting & recreational goods & supplies whse . . . . .                    | 1.8                                      | 2.3                    | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whse . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whse . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219904    | Prerecorded media whse . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whse . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                | 2.1                                      | .9                     | 3.0                                      | 1.2                    | —   | 2.0                    | —   | —                      |
| 4221       | Paper & paper product whse . . . . .                                       | 22.1                                     | 2.1                    | 24.1                                     | .9                     | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whse . . . . .                                | .6                                       | 2.0                    | D  | D                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whse . . . . .                                | .6                                       | 2.0                    | D  | D                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whse . . . . .                             | 7.3                                      | 1.8                    | 24.6                                     | 5.9                    | —   | —                      | —   | —                      |
| 42232      | Men's & boys' clothing & furnishings whse . . . . .                        | 5.0                                      | 2.6                    | D  | D                      | —   | —                      | —   | —                      |
| 422320     | Men's & boys' clothing & furnishings whse . . . . .                        | 5.0                                      | 2.6                    | D  | D                      | —   | —                      | —   | —                      |
| 42233      | Women's, children's, & infants' clothing & accessories whse . . . . .      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422330     | Women's, children's, & infants' clothing & accessories whse . . . . .      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whse . . . . .                                  | .3                                       | .9                     | D  | D                      | —   | —                      | D   | D                      |
| 42241      | General-line grocery whse . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whse . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whse . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42242      | Packaged frozen food whse . . . . .  | —  | 1.3                    | D  | D                      | —   | —                      | D   | D                      |
| 422420     | Packaged frozen food whse . . . . .  | —  | 1.3                    | D  | D                      | —   | —                      | D   | D                      |
| 42249      | Other grocery & related products whse . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whse . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224906    | Other grocery specialties whse . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225       | Farm-product raw material whse . . . . .                                   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42259      | Other farm product raw material whse . . . . .                             | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422590     | Other farm product raw material whse . . . . .                             | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whse . . . . .                                  | 1.5                                      | 1.0                    | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whse . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whse . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whse . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whse . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area and kind of business                                | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>VIRGINIA BEACH, VA (IC)—Con.</b>                                 |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                              |  |                        |  |                        |   |                        |   |                        |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . .              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                      | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42291      | Farm supplies whsle . . . . .                                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle . . . . .                                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42293      | Flower, nursery stock, & florists' supplies whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422930     | Flower, nursery stock, & florists' supplies whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42294      | Tobacco & tobacco product whsle . . . . .                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle . . . . .                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>WAYNESBORO, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                                    | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | —   | —                      |
| 421        | Wholesale trade, durable goods . . . . .                            | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle . . . . .               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42131      | Lumber, plywood, millwork, & wood panel whsle . . . . .             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421310     | Lumber, plywood, millwork, & wood panel whsle . . . . .             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .      | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . . | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . . | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4214301    | Computer & peripheral equipment whsle . . . . .                     | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use . . . . .              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4221       | Paper & paper product whsle . . . . .                               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>WILLIAMSBURG, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                                    | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods . . . . .                            | .8                                       | 10.3                   | D  | D                      | —   | —                      | D   | D                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>WINCHESTER, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                                    | <b>.2</b>                                | <b>8.8</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods . . . . .                            | D  | D                      | 1.7                                      | 11.7                   | D   | D                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle . . . . .               | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42131      | Lumber, plywood, millwork, & wood panel whsle . . . . .             | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 421310     | Lumber, plywood, millwork, & wood panel whsle . . . . .             | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle . . . . .             | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4224       | Grocery & related products whsle . . . . .                          | —  | 29.2                   | D  | D                      | —   | —                      | D   | D                      |
| 42249      | Other grocery & related products whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle . . . . .                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals . . . . .                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals . . . . .                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

<sup>1</sup>Includes sales information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

**Table 7. Summary Statistics for Places: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                 | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>ABINGDON, VA</b>        |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                  | <b>Wholesale trade .....</b>                               | <b>24</b>               | <b>186 156</b>  | <b>10 089</b>            | <b>2 430</b>                    | <b>423</b>  | <b>19 483</b>                | <b>7 453</b>                                   | <b>7 733</b>                                   |
| 421                        | Wholesale trade, durable goods .....                       | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle ..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42111                      | Automobile & other motor vehicle whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                       | Machinery, equipment, & supplies whsle .....               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                        | Wholesale trade, nondurable goods .....                    | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                       | Grocery & related products whsle .....                     | 5                       | 38 792          | 954                      | 175                             | 45  | 1 769                        | 2 172  | 2 239  |
| 4225                       | Farm-product raw material whsle .....                      | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42252                      | Livestock whsle .....                                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42259                      | Other farm product raw material whsle .....                | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226                       | Chemical & allied products whsle .....                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42269                      | Other chemical & allied products whsle .....               | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227                       | Petroleum & petroleum products whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                      | Petroleum bulk stations & terminals .....                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                            | <b>Merchant wholesalers .....</b>                          | <b>11</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                        | Wholesale trade, durable goods .....                       | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle ..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                        | Wholesale trade, nondurable goods .....                    | 8                       | 60 394          | 3 106                    | 587                             | 104   | 7 539                        | 4 507  | 4 384  |
| 4224                       | Grocery & related products whsle .....                     | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                       | Petroleum & petroleum products whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                      | Petroleum bulk stations & terminals .....                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                            | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                        | Wholesale trade, nondurable goods .....                    | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                            | <b>Agents, brokers, and commission merchants .....</b>     | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                        | Wholesale trade, nondurable goods .....                    | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                       | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4225                       | Farm-product raw material whsle .....                      | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42259                      | Other farm product raw material whsle .....                | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| <b>ALEXANDRIA, VA (IC)</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                  | <b>Wholesale trade .....</b>                               | <b>137</b>              | <b>899 624</b>  | <b>75 064</b>            | <b>18 939</b>                   | <b>1 830</b>  | <b>146 624</b>               | <b>61 389</b>                                  | <b>71 055</b>                                  |
| 421                        | Wholesale trade, durable goods .....                       | 97                      | 540 658         | 44 950                   | 11 353                          | 932   | 92 760                       | 45 027   | 53 538   |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle ..... | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42112                      | Motor vehicle supplies & new parts whsle .....             | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421120                     | Motor vehicle supplies & new parts whsle .....             | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212                       | Furniture & home furnishings whsle ...                     | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42121                      | Furniture whsle .....                                      | 8                       | 84 546          | 3 218                    | 736                             | 74  | 4 837                        | 795  | 161  |
| 421210                     | Furniture whsle .....                                      | 8                       | 84 546          | 3 218                    | 736                             | 74  | 4 837                        | 795  | 161  |
| 4212102                    | Office & business furniture whsle .....                    | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122                      | Home furnishings whsle .....                               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421220                     | Home furnishings whsle .....                               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212203                    | Floor coverings whsle .....                                | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                       | Lumber & other construction materials whsle .....          | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42131                      | Lumber, plywood, millwork, & wood panel whsle .....        | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421310                     | Lumber, plywood, millwork, & wood panel whsle .....        | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213101                    | Lumber without yard whsle .....                            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business                 | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>ALEXANDRIA, VA (IC)—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                      |                         |                 |                          |                                 |   |                              |  |  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .           | 31                      | 240 796         | 22 261                   | 5 145                           | 283   | 46 231                       | 15 915   | 13 192   |
| 42142      | Office equipment whsle . . . . .   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421420     | Office equipment whsle . . . . .   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .      | 18                      | 172 520         | 11 905                   | 2 557                           | 89  | 30 651                       | 14 026   | 11 733   |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .      | 18                      | 172 520         | 11 905                   | 2 557                           | 89  | 30 651                       | 14 026   | 11 733   |
| 4214301    | Computer & peripheral equipment whsle . . . . .                          | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143011   | Computers & peripheral equipment for resale . . . . .                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .   | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                         | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184      | Industrial supplies whsle . . . . .                                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840     | Industrial supplies whsle . . . . .                                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . . . .                              | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42191      | Sporting & recreational goods & supplies whsle . . . . .                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421910     | Sporting & recreational goods & supplies whsle . . . . .                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                              | 40                      | 358 966         | 30 114                   | 7 586                           | 898   | 53 864                       | 16 362   | 17 517   |
| 4221       | Paper & paper product whsle . . . . .                                    | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42212      | Stationery & office supplies whsle . . . . .                             | 5                       | 12 732          | 1 614                    | 436                             | 71  | 4 477                        | 658  | 728  |
| 422120     | Stationery & office supplies whsle . . . . .                             | 5                       | 12 732          | 1 614                    | 436                             | 71  | 4 477                        | 658  | 728  |
| 4224       | Grocery & related products whsle . . . . .                               | 11                      | 152 019         | 15 487                   | 3 835                           | 524   | 26 451                       | 8 199  | 7 196  |
| 42249      | Other grocery & related products whsle . . . . .                         | 7                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                         | 7                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224903    | Soft drinks whsle . . . . .  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                           | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42292      | Book, periodical, & newspaper whsle . . . . .                            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422920     | Book, periodical, & newspaper whsle . . . . .                            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code   | Geographic area, type of operation, and kind of business                 | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>ALEXANDRIA, VA (IC)—Con.</b>                                  |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>Merchant wholesalers . . . . .</b>                            |  | <b>112</b>              | <b>394 955</b>  | <b>45 334</b>            | <b>11 507</b>                   | <b>1 293</b>  | <b>87 178</b>                | <b>46 605</b>                      | <b>58 934</b>                      |
| 421  | Wholesale trade, durable goods . . . . .                                 | 78                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .           | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42112  | Motor vehicle supplies & new parts whsle . . . . .                       | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421120   | Motor vehicle supplies & new parts whsle . . . . .                       | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212   | Furniture & home furnishings whsle . . . . .                             | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42121  | Furniture whsle . . . . .  | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421210   | Furniture whsle . . . . .  | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42122  | Home furnishings whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421220   | Home furnishings whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212203  | Floor coverings whsle . . . . .  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213   | Lumber & other construction materials whsle . . . . .                    | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42131  | Lumber, plywood, millwork, & wood panel whsle . . . . .                  | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421310   | Lumber, plywood, millwork, & wood panel whsle . . . . .                  | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4213101  | Lumber without yard whsle . . . . .                                      | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4214   | Professional & commercial equipment & supplies whsle . . . . .           | 24                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42143  | Computer & computer peripheral equipment & software whsle . . . . .      | 15                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421430   | Computer & computer peripheral equipment & software whsle . . . . .      | 15                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whsle . . . . .      | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42173  | Warm air heating & air-conditioning equipment & supplies whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421730   | Warm air heating & air-conditioning equipment & supplies whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                         | 12                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42184  | Industrial supplies whsle . . . . .                                      | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421840   | Industrial supplies whsle . . . . .                                      | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42186  | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421860   | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219   | Miscellaneous durable goods whsle . . . . .                              | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42191  | Sporting & recreational goods & supplies whsle . . . . .                 | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421910   | Sporting & recreational goods & supplies whsle . . . . .                 | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422  | Wholesale trade, nondurable goods . . . . .                              | 34                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4221   | Paper & paper product whsle . . . . .                                    | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42212  | Stationery & office supplies whsle . . . . .                             | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422120   | Stationery & office supplies whsle . . . . .                             | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224   | Grocery & related products whsle . . . . .                               | 9                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42249  | Other grocery & related products whsle . . . . .                         | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422490   | Other grocery & related products whsle . . . . .                         | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227   | Petroleum & petroleum products whsle . . . . .                           | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271  | Petroleum bulk stations & terminals . . . . .                            | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422710   | Petroleum bulk stations & terminals . . . . .                            | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . .                | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                            | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                           | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| <b>Manufacturers' sales branches and sales offices . . . . .</b> |  | <b>9</b>                | <b>396 093</b>  | <b>25 543</b>            | <b>6 537</b>                    | <b>449</b>  | <b>52 539</b>                | <b>14 784</b>                      | <b>12 121</b>                      |
| 421  | Wholesale trade, durable goods . . . . .                                 | 7                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4214   | Professional & commercial equipment & supplies whsle . . . . .           | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42143  | Computer & computer peripheral equipment & software whsle . . . . .      | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421430   | Computer & computer peripheral equipment & software whsle . . . . .      | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |



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| NAICS code  | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>ALEXANDRIA, VA (IC)—Con.</b>                             |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Manufacturers' sales branches and sales offices—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods . . . .                                  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whsle . . . .                                   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle . . . . .                           | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle . . . . .                           | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224903   | Soft drinks whsle . . . . .  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle . . . . .                             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42292   | Book, periodical, & newspaper whsle . . . . .                              | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422920  | Book, periodical, & newspaper whsle . . . . .                              | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|   | <b>Agents, brokers, and commission merchants . . . .</b>                   | <b>16</b>               | <b>108 576</b>  | <b>4 187</b>             | <b>895</b>                      | <b>88</b>   | <b>6 907</b>                 | <b>—</b>                                       | <b>—</b>                                       |
| 421   | Wholesale trade, durable goods . . . . .                                   | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212  | Furniture & home furnishings whsle . . . .                                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42121   | Furniture whsle . . . . .  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421210  | Furniture whsle . . . . .  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212102   | Office & business furniture whsle . . . . .                                | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle . . . . .        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>ALTAVISTA, VA</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade . . . . .</b>   | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods . . . . .                                   | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|   | <b>Merchant wholesalers . . . . .</b>                                      | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods . . . . .                                   | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>ASHLAND, VA</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade . . . . .</b>   | <b>50</b>               | <b>469 984</b>  | <b>23 328</b>            | <b>6 089</b>                    | <b>832</b>  | <b>43 601</b>                | <b>34 441</b>                                  | <b>25 886</b>                                  |
| 421   | Wholesale trade, durable goods . . . . .                                   | 38                      | 144 927         | 13 200                   | 3 188                           | 402   | 26 666                       | 22 550   | 20 830   |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 6                       | 24 480          | 1 790                    | 408                             | 66  | 3 496                        | 2 324  | 2 295  |
| 42111   | Automobile & other motor vehicle whsle . . . . .                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle . . . . .        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle . . . . .                           | 15                      | 81 356          | 7 027                    | 1 758                           | 169   | 13 823                       | 12 866   | 13 073   |
| 42181   | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 6                       | 53 679          | 3 414                    | 863                             | 76  | 7 736                        | 7 424  | 7 619  |
| 42183   | Industrial machinery & equipment whsle . . . . .                           | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle . . . .                                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . .                                  | 12                      | 325 057         | 10 128                   | 2 901                           | 430   | 16 935                       | 11 891   | 5 056  |
| 4224  | Grocery & related products whsle . . . .                                   | 6                       | 312 666         | 8 965                    | 2 376                           | 273   | 14 495                       | 4 593  | 4 532  |
| 42249   | Other grocery & related products whsle . . . . .                           | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
|   | <b>Merchant wholesalers . . . . .</b>                                      | <b>40</b>               | <b>201 454</b>  | <b>15 792</b>            | <b>4 264</b>                    | <b>612</b>  | <b>30 722</b>                | <b>31 383</b>                                  | <b>22 733</b>                                  |
| 421   | Wholesale trade, durable goods . . . . .                                   | 31                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle . . . . .                           | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42181   | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183   | Industrial machinery & equipment whsle . . . . .                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle . . . .                                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . .                                  | 9                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224  | Grocery & related products whsle . . . .                                   | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle . . . . .                           | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
|   | <b>Manufacturers' sales branches and sales offices . . . .</b>             | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods . . . . .                                   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle . . . . .                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>ASHLAND, VA—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Agents, brokers, and commission merchants</b> . . . . .       | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                       | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                 | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
|            | <b>BEDFORD, VA (IC)</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 42         | <b>Wholesale trade</b> . . . . .                                 | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421        | Wholesale trade, durable goods . . . . .                         | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                 | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                   | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                    | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                    | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .        | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                    | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>Merchant wholesalers</b> . . . . .                            | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421        | Wholesale trade, durable goods . . . . .                         | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                 | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                       | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                    | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                    | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .        | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                    | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>Agents, brokers, and commission merchants</b> . . . . .       | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>BERRYVILLE, VA</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 42         | <b>Wholesale trade</b> . . . . .                                 | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers</b> . . . . .                            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices</b> . . . . . | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>BIG STONE GAP, VA</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 42         | <b>Wholesale trade</b> . . . . .                                 | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421        | Wholesale trade, durable goods . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers</b> . . . . .                            | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421        | Wholesale trade, durable goods . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BLACKSBURG, VA</b>  |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>              | <b>Wholesale trade .....</b>                              | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                    | Wholesale trade, durable goods .....                      | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219                   | Miscellaneous durable goods whsle ...                     | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42192                  | Toy & hobby goods & supplies whsle .....                  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                        | <b>Merchant wholesalers .....</b>                         | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                    | Wholesale trade, durable goods .....                      | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219                   | Miscellaneous durable goods whsle ...                     | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42192                  | Toy & hobby goods & supplies whsle .....                  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| <b>BLACKSTONE, VA</b>  |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>              | <b>Wholesale trade .....</b>                              | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                    | Wholesale trade, durable goods .....                      | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                    | Wholesale trade, nondurable goods .....                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                   | Grocery & related products whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42243                  | Dairy products, (except dried or canned) whsle .....      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                        | <b>Merchant wholesalers .....</b>                         | <b>9</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                    | Wholesale trade, durable goods .....                      | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                    | Wholesale trade, nondurable goods .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                   | Grocery & related products whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42243                  | Dairy products, (except dried or canned) whsle .....      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                        | <b>Agents, brokers, and commission merchants .....</b>    | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BLUEFIELD, VA</b>   |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>              | <b>Wholesale trade .....</b>                              | <b>17</b>               | <b>40 643</b>   | <b>2 311</b>             | <b>581</b>                      | <b>100</b>  | <b>4 791</b>                 | <b>3 537</b>                                   | <b>3 670</b>                                   |
| 421                    | Wholesale trade, durable goods .....                      | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                   | Electrical goods whsle .....                              | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219                   | Miscellaneous durable goods whsle ...                     | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                  | Other miscellaneous durable goods whsle .....             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                    | Wholesale trade, nondurable goods .....                   | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                        | <b>Merchant wholesalers .....</b>                         | <b>15</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                    | Wholesale trade, durable goods .....                      | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                   | Electrical goods whsle .....                              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219                   | Miscellaneous durable goods whsle ...                     | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                  | Other miscellaneous durable goods whsle .....             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                    | Wholesale trade, nondurable goods .....                   | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                        | <b>Manufacturers' sales branches and sales offices ..</b> | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                        | <b>Agents, brokers, and commission merchants .....</b>    | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BRIDGEWATER, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>              | <b>Wholesale trade .....</b>                              | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                        | <b>Merchant wholesalers .....</b>                         | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BRISTOL, VA (IC)</b>                                   |  |                         |                 |                          |                                 |   |                              |  |  |
| 42  | <b>Wholesale trade</b> .....                               | <b>40</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                       | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....               | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184   | Industrial supplies whsle .....                            | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840  | Industrial supplies whsle .....                            | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                    | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                     | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42243   | Dairy products, (except dried or canned) whsle .....       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422430  | Dairy products, (except dried or canned) whsle .....       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224302   | Dairy product (except raw milk) whsle .....                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903   | Soft drinks whsle .....                                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle .....                 | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4228  | Beer, wine, & distilled alcoholic beverage whsle .....     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42281   | Beer & ale whsle .....                                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422810  | Beer & ale whsle .....                                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42294   | Tobacco & tobacco product whsle .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422940  | Tobacco & tobacco product whsle .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers</b> .....                         |  | <b>34</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                       | 22                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....               | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                    | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices</b> .. |  | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422   | Wholesale trade, nondurable goods .....                    | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants</b> .....    |  | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422   | Wholesale trade, nondurable goods .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BUENA VISTA, VA (IC)</b>                               |  |                         |                 |                          |                                 |   |                              |  |  |
| 42  | <b>Wholesale trade</b> .....                               | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>Merchant wholesalers</b> .....                         |  | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>CHARLOTTESVILLE, VA (IC)</b>                                     |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                                    | <b>81</b>               | <b>265 870</b>  | <b>29 673</b>            | <b>6 708</b>                    | <b>954</b>  | <b>63 247</b>                | <b>15 609</b>                                  | <b>17 224</b>                                  |
| 421        | Wholesale trade, durable goods . . . . .                            | 48                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle . . .                            | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .      | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . . | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . . | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                     | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .                                    | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                    | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42184      | Industrial supplies whsle . . . . .                                 | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421840     | Industrial supplies whsle . . . . .                                 | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . .                             | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . .                           | 33                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . .                            | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903    | Soft drinks whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                      | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                       | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                       | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .          | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42281      | Beer & ale whsle . . . . .  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422810     | Beer & ale whsle . . . . .  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                               | <b>67</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                            | 36                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle . . .                            | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .      | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . .                             | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . .                           | 31                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . .                            | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903    | Soft drinks whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                      | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices . . . . .</b>    | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                            | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . . | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . . | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>          | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                            | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|----------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>CHESAPEAKE, VA (IC)</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>                  | <b>Wholesale trade . . . . .</b>  | <b>246</b>              | <b>1 768 227</b> | <b>115 666</b>           | <b>26 755</b>                   | <b>3 833</b>  | <b>233 630</b>               | <b>189 397</b>                                 | <b>186 751</b>                                 |
| 421                        | Wholesale trade, durable goods . . . . .                                    | 178                     | 859 976          | 74 928                   | 17 195                          | 2 354   | 148 065                      | 126 887  | 128 805  |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 28                      | 166 559          | 12 241                   | 2 958                           | 722   | 26 156                       | 29 653   | 28 772   |
| 42111                      | Automobile & other motor vehicle whsle . . . . .                            | 5                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 421110                     | Automobile & other motor vehicle whsle . . . . .                            | 5                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42112                      | Motor vehicle supplies & new parts whsle . . . . .                          | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421120                     | Motor vehicle supplies & new parts whsle . . . . .                          | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211202                    | Motor vehicle supplies & new parts—jobbers . . . . .                        | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42114                      | Motor vehicle parts, (used) whsle . . . . .                                 | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140                     | Motor vehicle parts, (used) whsle . . . . .                                 | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213                       | Lumber & other construction materials whsle . . . . .                       | 9                       | 51 477           | 2 446                    | 556                             | 76  | 5 184                        | 3 061  | 2 995  |
| 42131                      | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421310                     | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42132                      | Brick, stone, & related construction materials whsle . . . . .              | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421320                     | Brick, stone, & related construction materials whsle . . . . .              | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213203                    | Cement, lime, & related products whsle . . . . .                            | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214                       | Professional & commercial equipment & supplies whsle . . . . .              | 23                      | 55 354           | 6 989                    | 1 227                           | 175   | 14 114                       | 5 606  | 10 582   |
| 42143                      | Computer & computer peripheral equipment & software whsle . . . . .         | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421430                     | Computer & computer peripheral equipment & software whsle . . . . .         | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214301                    | Computer & peripheral equipment whsle . . . . .                             | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42144                      | Other commercial equipment whsle . . . . .                                  | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421440                     | Other commercial equipment whsle . . . . .                                  | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42145                      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 6                       | 18 206           | 2 438                    | 421                             | 58  | 5 293                        | 3 538  | 7 715  |
| 421450                     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 6                       | 18 206           | 2 438                    | 421                             | 58  | 5 293                        | 3 538  | 7 715  |
| 4215                       | Metal & mineral (except petroleum) whsle . . . . .                          | 8                       | 20 514           | 2 391                    | 701                             | 59  | 3 731                        | 4 081  | 4 053  |
| 42151                      | Metal service centers & offices . . . . .                                   | 8                       | 20 514           | 2 391                    | 701                             | 59  | 3 731                        | 4 081  | 4 053  |
| 421510                     | Metal service centers & offices . . . . .                                   | 8                       | 20 514           | 2 391                    | 701                             | 59  | 3 731                        | 4 081  | 4 053  |
| 4216                       | Electrical goods whsle . . . . .  | 20                      | 97 144           | 11 243                   | 2 259                           | 220   | 21 051                       | 13 620   | 8 670  |
| 42161                      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421610                     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42169                      | Other electronic parts & equipment whsle . . . . .                          | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421690                     | Other electronic parts & equipment whsle . . . . .                          | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216901                    | Communications equipment & supplies whsle . . . . .                         | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4217                       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 19                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42172                      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421720                     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42173                      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421730                     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218                       | Machinery, equipment, & supplies whsle . . . . .                            | 52                      | 207 354          | 22 844                   | 5 378                           | 666   | 40 991                       | 33 923   | 34 858   |
| 42181                      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 12                      | 57 466           | 5 708                    | 1 398                           | 168   | 9 444                        | 17 420   | 17 897   |
| 421810                     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 12                      | 57 466           | 5 708                    | 1 398                           | 168   | 9 444                        | 17 420   | 17 897   |
| 42182                      | Farm & garden machinery & equipment whsle . . . . .                         | 4                       | 10 371           | 1 478                    | 304                             | 47  | 2 477                        | 2 807  | 3 178  |
| 421820                     | Farm & garden machinery & equipment whsle . . . . .                         | 4                       | 10 371           | 1 478                    | 304                             | 47  | 2 477                        | 2 807  | 3 178  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                      | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>CHESAPEAKE, VA (IC)—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                       | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| 421                             | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4218                            | Machinery, equipment, & supplies whsle—Con.                            |                         |                 |                          |                                 |   |                              |  |  |
| 42183                           | Industrial machinery & equipment whsle .....                           | 22                      | 60 740          | 9 505                    | 2 301                           | 298   | 18 413                       | 9 282  | 9 800  |
| 421830                          | Industrial machinery & equipment whsle .....                           | 22                      | 60 740          | 9 505                    | 2 301                           | 298   | 18 413                       | 9 282  | 9 800  |
| 4218303                         | General-purpose industrial machinery & equipment whsle .....           | 10                      | 29 348          | 4 432                    | 957                             | 131   | 8 912                        | 5 543  | 5 235  |
| 4218305                         | Materials handling equipment whsle .....                               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218307                         | Other industrial machinery & equipment whsle .....                     | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42184                           | Industrial supplies whsle .....  | 9                       | 59 836          | 4 446                    | 1 050                           | 107   | 7 889                        | 4 082  | 3 687  |
| 421840                          | Industrial supplies whsle .....  | 9                       | 59 836          | 4 446                    | 1 050                           | 107   | 7 889                        | 4 082  | 3 687  |
| 4218402                         | Mechanical power transmission supplies whsle .....                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42185                           | Service establishment equipment & supplies whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850                          | Service establishment equipment & supplies whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218504                         | Other service establishment equipment & supplies whsle .....           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186                           | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421860                          | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219                            | Miscellaneous durable goods whsle ...                                  | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42191                           | Sporting & recreational goods & supplies whsle .....                   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421910                          | Sporting & recreational goods & supplies whsle .....                   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193                           | Recyclable material whsle .....  | 6                       | 67 348          | 4 496                    | 1 013                           | 177   | 12 324                       | 816  | 835  |
| 421930                          | Recyclable material whsle .....  | 6                       | 67 348          | 4 496                    | 1 013                           | 177   | 12 324                       | 816  | 835  |
| 4219301                         | Iron & steel scrap processors & dealers .....                          | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193011                        | Iron & steel scrap processors (using power processing equipment) ..... | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422                             | Wholesale trade, nondurable goods .....                                | 68                      | 908 251         | 40 738                   | 9 560                           | 1 479   | 85 565                       | 62 510   | 57 946   |
| 4221                            | Paper & paper product whsle .....                                      | 7                       | 62 115          | 5 367                    | 1 327                           | 178   | 8 943                        | 5 844  | 4 980  |
| 42212                           | Stationery & office supplies whsle ..                                  | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422120                          | Stationery & office supplies whsle ..                                  | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223                            | Apparel, piece goods, & notions whsle ..                               | 8                       | 9 277           | 532                      | 153                             | 41  | 1 169                        | 707  | 849  |
| 4224                            | Grocery & related products whsle .....                                 | 16                      | 159 470         | 17 230                   | 4 232                           | 625   | 27 126                       | 832  | 1 191  |
| 42245                           | Confectionery whsle .....  | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422450                          | Confectionery whsle .....  | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42249                           | Other grocery & related products whsle .....                           | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490                          | Other grocery & related products whsle .....                           | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224902                         | Bread & baked goods whsle .....  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225                            | Farm-product raw material whsle .....                                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226                            | Chemical & allied products whsle .....                                 | 7                       | 15 836          | 1 358                    | 332                             | 35  | 3 208                        | 1 002  | 1 528  |
| 42269                           | Other chemical & allied products whsle .....                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690                          | Other chemical & allied products whsle .....                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                            | Petroleum & petroleum products whsle .....                             | 16                      | 488 563         | 6 038                    | 1 395                           | 166   | 17 266                       | 40 120   | 33 946   |
| 42271                           | Petroleum bulk stations & terminals ..                                 | 11                      | 431 397         | 4 122                    | 941                             | 112   | 12 383                       | 34 483   | 28 128   |
| 422710                          | Petroleum bulk stations & terminals .....                              | 11                      | 431 397         | 4 122                    | 941                             | 112   | 12 383                       | 34 483   | 28 128   |
| 4227101                         | Petroleum bulk stations & terminals (except LP) .....                  | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011                        | Petroleum bulk stations (except LP) .....                              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271012                        | Petroleum bulk terminals (except LP) .....                             | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4228                            | Beer, wine, & distilled alcoholic beverage whsle .....                 | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42281                           | Beer & ale whsle .....   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422810                          | Beer & ale whsle .....   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                            | Miscellaneous nondurable goods whsle .....                             | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42291                           | Farm supplies whsle .....  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910                          | Farm supplies whsle .....  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229102                         | Farm supplies—whsle distributors .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>CHESAPEAKE, VA (IC)—Con.</b>   |                         |                  |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers . . . . .</b>                                       | <b>193</b>              | <b>1 069 053</b> | <b>79 240</b>            | <b>18 240</b>                   | <b>2 476</b>  | <b>167 964</b>               | <b>137 858</b>                                 | <b>141 228</b>                                 |
| 421        | Wholesale trade, durable goods . . . . .                                    | 146                     | 674 526          | 59 155                   | 13 754                          | 1 668   | 120 159                      | 108 267  | 110 219  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 25                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211202    | Motor vehicle supplies & new parts—jobbers . . . . .                        | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle . . . . .                                 | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle . . . . .                                 | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle . . . . .                       | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 20                      | 45 206           | 5 085                    | 919                             | 147   | 10 820                       | 4 832  | 9 832  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 6                       | 18 206           | 2 438                    | 421                             | 58  | 5 293                        | 3 538  | 7 715  |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 6                       | 18 206           | 2 438                    | 421                             | 58  | 5 293                        | 3 538  | 7 715  |
| 4216       | Electrical goods whsle . . . . .  | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 15                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 45                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | 4                       | 10 371           | 1 478                    | 304                             | 47  | 2 477                        | 2 807  | 3 178  |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | 4                       | 10 371           | 1 478                    | 304                             | 47  | 2 477                        | 2 807  | 3 178  |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 18                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 18                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                      | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42184      | Industrial supplies whsle . . . . .   | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421840     | Industrial supplies whsle . . . . .   | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218504    | Other service establishment equipment & supplies whsle . . . . .            | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | 14                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42191      | Sporting & recreational goods & supplies whsle . . . . .                    | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421910     | Sporting & recreational goods & supplies whsle . . . . .                    | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42193      | Recyclable material whsle . . . . .   | 6                       | 67 348           | 4 496                    | 1 013                           | 177   | 12 324                       | 816  | 835  |
| 421930     | Recyclable material whsle . . . . .   | 6                       | 67 348           | 4 496                    | 1 013                           | 177   | 12 324                       | 816  | 835  |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                           | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |



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| NAICS code   | Geographic area, type of operation, and kind of business       | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>CHESAPEAKE, VA (IC)—Con.</b>                                  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                                 |  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                      | 47                      | 394 527         | 20 085                   | 4 486                           | 808   | 47 805                       | 29 591   | 31 009   |
| 4221   | Paper & paper product whsle . . . . .                          | 7                       | 62 115          | 5 367                    | 1 327                           | 178   | 8 943                        | 5 844  | 4 980  |
| 42212  | Stationery & office supplies whsle . . .                       | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422120   | Stationery & office supplies whsle . . .                       | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . .                       | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225   | Farm-product raw material whsle . . . .                        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . .                       | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle . . . . .               | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle . . . . .               | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                 | 9                       | 120 902         | 1 977                    | 484                             | 78  | 4 992                        | 9 326  | 9 420  |
| 42271  | Petroleum bulk stations & terminals . . . . .                  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals . . . . .                  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . .      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4228   | Beer, wine, & distilled alcoholic beverage whsle . . . . .     | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                 | 7                       | 41 703          | 2 809                    | 680                             | 116   | 9 971                        | 3 961  | 3 170  |
| 42291  | Farm supplies whsle . . . . .                                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910   | Farm supplies whsle . . . . .                                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229102  | Farm supplies—whsle distributors . . . . .                     | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . . . . .</b> |  | <b>29</b>               | <b>636 781</b>  | <b>32 697</b>            | <b>7 753</b>                    | <b>918</b>  | <b>58 309</b>                | <b>51 225</b>                                  | <b>45 198</b>                                  |
| 421  | Wholesale trade, durable goods . . . . .                       | 16                      | 153 198         | 12 660                   | 2 818                           | 275   | 21 740                       | 18 308   | 18 264   |
| 4213   | Lumber & other construction materials whsle . . . . .          | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42132  | Brick, stone, & related construction materials whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421320   | Brick, stone, & related construction materials whsle . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .               | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42184  | Industrial supplies whsle . . . . .                            | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840   | Industrial supplies whsle . . . . .                            | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . .                      | 13                      | 483 583         | 20 037                   | 4 935                           | 643   | 36 569                       | 32 917   | 26 934   |
| 4224   | Grocery & related products whsle . . . .                       | 3                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                 | 7                       | 367 661         | 4 061                    | 911                             | 88  | 12 274                       | 30 794   | 24 526   |
| 42271  | Petroleum bulk stations & terminals . . . . .                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals . . . . .                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . .      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b>       |  | <b>24</b>               | <b>62 393</b>   | <b>3 729</b>             | <b>762</b>                      | <b>439</b>  | <b>7 357</b>                 | <b>314</b>                                     | <b>325</b>                                     |
| 421  | Wholesale trade, durable goods . . . . .                       | 16                      | 32 252          | 3 113                    | 623                             | 411   | 6 166                        | 312  | 322  |
| 422  | Wholesale trade, nondurable goods . . . .                      | 8                       | 30 141          | 616                      | 139                             | 28  | 1 191                        | 2  | 3  |
| 4224   | Grocery & related products whsle . . . .                       | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>CHINCOTEAGUE, VA</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| 42   | <b>Wholesale trade . . . . .</b>                               | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>Merchant wholesalers . . . . .</b>                            |  | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>Agents, brokers, and commission merchants . . . . .</b>       |  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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| NAICS code                       | Geographic area, type of operation, and kind of business  | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>CHRISTIANSBURG, VA</b>        |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                        | <b>Wholesale trade .....</b>                              | <b>22</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                              | Wholesale trade, durable goods .....                      | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4212                             | Furniture & home furnishings whse ...                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42121                            | Furniture whse .....                                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                             | Professional & commercial equipment & supplies whse ..... | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Merchant wholesalers .....</b>                         | <b>20</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                              | Wholesale trade, durable goods .....                      | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4212                             | Furniture & home furnishings whse ...                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42121                            | Furniture whse .....                                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                             | Professional & commercial equipment & supplies whse ..... | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Manufacturers' sales branches and sales offices ..</b> | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                  | <b>Agents, brokers, and commission merchants .....</b>    | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>CLIFTON FORGE, VA (IC)</b>    |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                        | <b>Wholesale trade .....</b>                              | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                              | Wholesale trade, nondurable goods .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                             | Grocery & related products whse .....                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249                            | Other grocery & related products whse .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                           | Other grocery & related products whse .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Merchant wholesalers .....</b>                         | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                  | <b>Manufacturers' sales branches and sales offices ..</b> | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>COLONIAL HEIGHTS, VA (IC)</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                        | <b>Wholesale trade .....</b>                              | <b>12</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                              | Wholesale trade, durable goods .....                      | 7                       | 14 313          | 1 533                    | 199                             | 25  | 2 758                        | 580  | 1 976  |
| 4218                             | Machinery, equipment, & supplies whse .....               | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42183                            | Industrial machinery & equipment whse .....               | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421830                           | Industrial machinery & equipment whse .....               | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                              | Wholesale trade, nondurable goods .....                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                  | <b>Merchant wholesalers .....</b>                         | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                              | Wholesale trade, durable goods .....                      | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whse .....               | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                  | <b>Manufacturers' sales branches and sales offices ..</b> | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                  | <b>Agents, brokers, and commission merchants .....</b>    | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>COVINGTON, VA (IC)</b>        |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                        | <b>Wholesale trade .....</b>                              | <b>9</b>                | <b>15 315</b>   | <b>1 121</b>             | <b>260</b>                      | <b>44</b>   | <b>2 027</b>                 | <b>1 620</b>                                   | <b>1 627</b>                                   |
| 421                              | Wholesale trade, durable goods .....                      | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whse .....               | 6                       | 8 730           | 882                      | 214                             | 29  | 1 533                        | 1 035  | 1 048  |
|                                  | <b>Merchant wholesalers .....</b>                         | <b>9</b>                | <b>15 315</b>   | <b>1 121</b>             | <b>260</b>                      | <b>44</b>   | <b>2 027</b>                 | <b>1 620</b>                                   | <b>1 627</b>                                   |
| 421                              | Wholesale trade, durable goods .....                      | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                             | Machinery, equipment, & supplies whse .....               | 6                       | 8 730           | 882                      | 214                             | 29  | 1 533                        | 1 035  | 1 048  |

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|--------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>CULPEPER, VA</b>      |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                | <b>Wholesale trade .....</b>                              | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                      | Wholesale trade, durable goods .....                      | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                      | Wholesale trade, nondurable goods .....                   | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                     | Petroleum & petroleum products                            |                         |                 |                          |                                 |   |                              |  |  |
|                          | whsle .....   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271                    | Petroleum bulk stations & terminals .                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229                     | Miscellaneous nondurable goods                            |                         |                 |                          |                                 |   |                              |  |  |
|                          | whsle .....   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42294                    | Tobacco & tobacco product whsle...                        | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                          | <b>Merchant wholesalers .....</b>                         | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                      | Wholesale trade, durable goods .....                      | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                      | Wholesale trade, nondurable goods .....                   | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                     | Petroleum & petroleum products                            |                         |                 |                          |                                 |   |                              |  |  |
|                          | whsle .....   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229                     | Miscellaneous nondurable goods                            |                         |                 |                          |                                 |   |                              |  |  |
|                          | whsle .....   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| <b>DANVILLE, VA (IC)</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                | <b>Wholesale trade .....</b>                              | <b>55</b>               | <b>211 785</b>  | <b>22 596</b>            | <b>4 990</b>                    | <b>964</b>  | <b>42 672</b>                | <b>19 947</b>                                  | <b>20 313</b>                                  |
| 421                      | Wholesale trade, durable goods .....                      | 33                      | 29 960          | 4 607                    | 943                             | 199   | 8 070                        | 4 644  | 4 703  |
| 4211                     | Motor vehicle & motor vehicle parts & supplies whsle..... | 6                       | 3 216           | 484                      | 104                             | 41  | 848                          | 470  | 584  |
| 4218                     | Machinery, equipment, & supplies whsle .....              | 9                       | 14 918          | 2 053                    | 420                             | 75  | 3 391                        | 2 132  | 2 189  |
| 422                      | Wholesale trade, nondurable goods .....                   | 22                      | 181 825         | 17 989                   | 4 047                           | 765   | 34 602                       | 15 303   | 15 610   |
| 4223                     | Apparel, piece goods, & notions whsle .                   | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42231                    | Piece goods, notions, & other dry goods whsle .....       | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422310                   | Piece goods, notions, & other dry goods whsle .....       | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4223102                  | Notions & other dry goods whsle .....                     | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                     | Grocery & related products whsle .....                    | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                    | Other grocery & related products whsle .....              | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490                   | Other grocery & related products whsle .....              | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224903                  | Soft drinks whsle .....                                   | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                     | Petroleum & petroleum products                            |                         |                 |                          |                                 |   |                              |  |  |
|                          | whsle .....   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                    | Petroleum bulk stations & terminals .                     | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                   | Petroleum bulk stations & terminals .....                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                  | Petroleum bulk stations & terminals (except LP) .....     | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011                 | Petroleum bulk stations (except LP) .....                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4228                     | Beer, wine, & distilled alcoholic beverage whsle .....    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42281                    | Beer & ale whsle .....                                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422810                   | Beer & ale whsle .....                                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                          | <b>Merchant wholesalers .....</b>                         | <b>49</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                      | Wholesale trade, durable goods .....                      | 31                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                     | Motor vehicle & motor vehicle parts & supplies whsle..... | 6                       | 3 216           | 484                      | 104                             | 41  | 848                          | 470  | 584  |
| 4218                     | Machinery, equipment, & supplies whsle .....              | 9                       | 14 918          | 2 053                    | 420                             | 75  | 3 391                        | 2 132  | 2 189  |
| 422                      | Wholesale trade, nondurable goods .....                   | 18                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4223                     | Apparel, piece goods, & notions whsle .                   | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42231                    | Piece goods, notions, & other dry goods whsle .....       | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422310                   | Piece goods, notions, & other dry goods whsle .....       | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4223102                  | Notions & other dry goods whsle .....                     | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                     | Grocery & related products whsle .....                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                     | Petroleum & petroleum products                            |                         |                 |                          |                                 |   |                              |  |  |
|                          | whsle .....   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                    | Petroleum bulk stations & terminals .                     | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                   | Petroleum bulk stations & terminals .....                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|-------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>DANVILLE, VA (IC)—Con.</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                               | <b>Manufacturers' sales branches and sales offices . . .</b>        | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                           | Wholesale trade, nondurable goods . . . .                           | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224                          | Grocery & related products whsle . . . .                            | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42249                         | Other grocery & related products whsle . . . . .                    | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422490                        | Other grocery & related products whsle . . . . .                    | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|                               | <b>Agents, brokers, and commission merchants . . . . .</b>          | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                           | Wholesale trade, nondurable goods . . . .                           | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>DUMFRIES, VA</b>           |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                     | <b>Wholesale trade . . . . .</b>                                    | <b>5</b>                | <b>11 169</b>   | <b>2 429</b>             | <b>529</b>                      | <b>59</b>   | <b>3 889</b>                 | <b>580</b>                         | <b>679</b>                         |
| 421                           | Wholesale trade, durable goods . . . . .                            | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4211                          | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42114                         | Motor vehicle parts, (used) whsle . . . . .                         | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                               | <b>Merchant wholesalers . . . . .</b>                               | <b>5</b>                | <b>11 169</b>   | <b>2 429</b>             | <b>529</b>                      | <b>59</b>   | <b>3 889</b>                 | <b>580</b>                         | <b>679</b>                         |
| 421                           | Wholesale trade, durable goods . . . . .                            | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4211                          | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42114                         | Motor vehicle parts, (used) whsle . . . . .                         | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>EMPORIA, VA (IC)</b>       |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                     | <b>Wholesale trade . . . . .</b>                                    | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                           | Wholesale trade, durable goods . . . . .                            | 6                       | 6 179           | 586                      | 142                             | 33  | 1 209                        | 1 392                              | 1 468                              |
| 422                           | Wholesale trade, nondurable goods . . . .                           | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227                          | Petroleum & petroleum products whsle . . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271                         | Petroleum bulk stations & terminals . . . . .                       | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422710                        | Petroleum bulk stations & terminals . . . . .                       | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227101                       | Petroleum bulk stations & terminals (except LP) . . . . .           | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271011                      | Petroleum bulk stations (except LP) . . . . .                       | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                               | <b>Merchant wholesalers . . . . .</b>                               | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                           | Wholesale trade, durable goods . . . . .                            | 6                       | 6 179           | 586                      | 142                             | 33  | 1 209                        | 1 392                              | 1 468                              |
| 422                           | Wholesale trade, nondurable goods . . . .                           | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227                          | Petroleum & petroleum products whsle . . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271                         | Petroleum bulk stations & terminals . . . . .                       | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422710                        | Petroleum bulk stations & terminals . . . . .                       | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227101                       | Petroleum bulk stations & terminals (except LP) . . . . .           | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271011                      | Petroleum bulk stations (except LP) . . . . .                       | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>FAIRFAX, VA (IC)</b>       |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                     | <b>Wholesale trade . . . . .</b>                                    | <b>48</b>               | <b>515 195</b>  | <b>22 316</b>            | <b>5 136</b>                    | <b>519</b>  | <b>42 676</b>                | <b>15 811</b>                      | <b>15 669</b>                      |
| 421                           | Wholesale trade, durable goods . . . . .                            | 38                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4211                          | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42112                         | Motor vehicle supplies & new parts whsle . . . . .                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421120                        | Motor vehicle supplies & new parts whsle . . . . .                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                          | Professional & commercial equipment & supplies whsle . . . . .      | 17                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42141                         | Photographic equipment & supplies whsle . . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421410                        | Photographic equipment & supplies whsle . . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42143                         | Computer & computer peripheral equipment & software whsle . . . . . | 13                      | 46 610          | 8 681                    | 2 004                           | 226   | 14 708                       | 3 270                              | 3 064                              |
| 421430                        | Computer & computer peripheral equipment & software whsle . . . . . | 13                      | 46 610          | 8 681                    | 2 004                           | 226   | 14 708                       | 3 270                              | 3 064                              |
| 4214301                       | Computer & peripheral equipment whsle . . . . .                     | 10                      | 40 181          | 6 901                    | 1 585                           | 197   | 11 331                       | 3 270                              | 3 064                              |
| 42143012                      | Computers & peripheral equipment for end use . . . . .              | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4217                          | Hardware, & plumbing & heating equipment & supplies whsle . . . . . | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                          | Miscellaneous durable goods whsle . . . .                           | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                   | Geographic area, type of operation, and kind of business          | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>FAIRFAX, VA (IC)—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade—Con.</b>                                       |                         |                 |                          |                                 |   |                              |  |  |
| 422                          | Wholesale trade, nondurable goods .....                           | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4221                         | Paper & paper product whsle .....                                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42212                        | Stationery & office supplies whsle ...                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422120                       | Stationery & office supplies whsle .                              | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                         | Petroleum & petroleum products whsle .....                        | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                        | Petroleum bulk stations & terminals .                             | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                       | Petroleum bulk stations & terminals .....                         | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                      | Petroleum bulk stations & terminals (except LP) .....             | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271012                     | Petroleum bulk terminals (except LP) .....                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                              | <b>Merchant wholesalers .....</b>                                 | <b>35</b>               | <b>114 192</b>  | <b>16 736</b>            | <b>3 797</b>                    | <b>418</b>  | <b>27 913</b>                | <b>9 676</b>                                   | <b>10 275</b>                                  |
| 421                          | Wholesale trade, durable goods .....                              | 32                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle .....        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42112                        | Motor vehicle supplies & new parts whsle .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421120                       | Motor vehicle supplies & new parts whsle .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                         | Professional & commercial equipment & supplies whsle .....        | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42143                        | Computer & computer peripheral equipment & software whsle .....   | 13                      | 46 610          | 8 681                    | 2 004                           | 226   | 14 708                       | 3 270  | 3 064  |
| 421430                       | Computer & computer peripheral equipment & software whsle .....   | 13                      | 46 610          | 8 681                    | 2 004                           | 226   | 14 708                       | 3 270  | 3 064  |
| 4214301                      | Computer & peripheral equipment whsle .....                       | 10                      | 40 181          | 6 901                    | 1 585                           | 197   | 11 331                       | 3 270  | 3 064  |
| 42143012                     | Computers & peripheral equipment for end use .....                | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4217                         | Hardware, & plumbing & heating equipment & supplies whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                         | Miscellaneous durable goods whsle ...                             | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                          | Wholesale trade, nondurable goods .....                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                         | Petroleum & petroleum products whsle .....                        | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                              | <b>Manufacturers' sales branches and sales offices ..</b>         | <b>7</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                          | Wholesale trade, nondurable goods .....                           | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                         | Petroleum & petroleum products whsle .....                        | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                        | Petroleum bulk stations & terminals .                             | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                       | Petroleum bulk stations & terminals .....                         | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                      | Petroleum bulk stations & terminals (except LP) .....             | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                              | <b>Agents, brokers, and commission merchants .....</b>            | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                              | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>FALLS CHURCH, VA (IC)</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade .....</b>                                      | <b>22</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                              | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                         | Electrical goods whsle .....                                      | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42169                        | Other electronic parts & equipment whsle .....                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421690                       | Other electronic parts & equipment whsle .....                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4216902                      | Electronic parts (excluding communications equipment) whsle ..... | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                              | <b>Merchant wholesalers .....</b>                                 | <b>20</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                              | 15                      | 8 878           | 2 404                    | 495                             | 78  | 4 167                        | 922  | 890  |
|                              | <b>Agents, brokers, and commission merchants .....</b>            | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                          | Wholesale trade, durable goods .....                              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4216                         | Electrical goods whsle .....                                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42169                        | Other electronic parts & equipment whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421690                       | Other electronic parts & equipment whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

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|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>FARMVILLE, VA *</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| 42  | Wholesale trade .....                                    | 13                      | 23 493          | 2 711                    | 471                             | 118   | 4 933                        | 3 013  | 3 482  |
| 421   | Wholesale trade, durable goods .....                     | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies<br>whsle .....          | 3                       | 10 310          | 1 238                    | 177                             | 32  | 2 438                        | 1 997  | 2 330  |
| <b>Merchant wholesalers .....</b>                             |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                     | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies<br>whsle .....          | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales<br/>branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|   |  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Agents, brokers, and<br/>commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
|   |  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>FARMVILLE, VA (PRINCE<br/>EDWARD COUNTY PART) *</b>        |  |                         |                 |                          |                                 |   |                              |  |  |
| 42  | Wholesale trade .....                                    | 13                      | 23 493          | 2 711                    | 471                             | 118   | 4 933                        | 3 013  | 3 482  |
| 421   | Wholesale trade, durable goods .....                     | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies<br>whsle .....          | 3                       | 10 310          | 1 238                    | 177                             | 32  | 2 438                        | 1 997  | 2 330  |
| <b>Merchant wholesalers .....</b>                             |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                     | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies<br>whsle .....          | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales<br/>branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|   |  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Agents, brokers, and<br/>commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
|   |  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>FRANKLIN, VA (IC)</b>                                      |  |                         |                 |                          |                                 |   |                              |  |  |
| 42  | Wholesale trade .....                                    | 7                       | 48 904          | 2 280                    | 546                             | 121   | 4 514                        | 347  | 388  |
| 421   | Wholesale trade, durable goods .....                     | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies<br>whsle .....          | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42245   | Confectionery whsle .....                                | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422450  | Confectionery whsle .....                                | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                             |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                     | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies<br>whsle .....          | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Manufacturers' sales<br/>branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|   |  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|--------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>FREDERICKSBURG, VA (IC)</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                      | <b>Wholesale trade .....</b>                               | <b>53</b>               | <b>427 303</b>  | <b>23 318</b>            | <b>5 974</b>                    | <b>723</b>  | <b>47 254</b>                | <b>26 210</b>                                  | <b>27 385</b>                                  |
| 421                            | Wholesale trade, durable goods .....                       | 31                      | 119 009         | 10 877                   | 2 910                           | 326   | 19 880                       | 14 664   | 15 578   |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114                          | Motor vehicle parts, (used) whsle ..                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140                         | Motor vehicle parts, (used) whsle .                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                           | Lumber & other construction materials whsle .....          | 6                       | 27 110          | 2 323                    | 543                             | 66  | 4 239                        | 2 260  | 2 051  |
| 42131                          | Lumber, plywood, millwork, & wood panel whsle .....        | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310                         | Lumber, plywood, millwork, & wood panel whsle .....        | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle .....               | 6                       | 63 350          | 5 473                    | 1 507                           | 136   | 10 307                       | 10 025   | 10 932   |
| 42183                          | Industrial machinery & equipment whsle .....               | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421830                         | Industrial machinery & equipment whsle .....               | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218303                        | General-purpose industrial machinery & equipment whsle .   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods .....                    | 22                      | 308 294         | 12 441                   | 3 064                           | 397   | 27 374                       | 11 546   | 11 807   |
| 4224                           | Grocery & related products whsle .....                     | 10                      | 183 118         | 7 308                    | 1 847                           | 229   | 14 794                       | 5 642  | 5 345  |
| 42249                          | Other grocery & related products whsle .....               | 6                       | 179 140         | 6 924                    | 1 751                           | 211   | 13 643                       | 5 500  | 5 198  |
| 422490                         | Other grocery & related products whsle .....               | 6                       | 179 140         | 6 924                    | 1 751                           | 211   | 13 643                       | 5 500  | 5 198  |
| 4224903                        | Soft drinks whsle .....                                    | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224906                        | Other grocery specialties whsle .                          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                           | Petroleum & petroleum products whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                          | Petroleum bulk stations & terminals .                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                         | Petroleum bulk stations & terminals .....                  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                        | Petroleum bulk stations & terminals (except LP) .....      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011                       | Petroleum bulk stations (except LP) .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                           | Miscellaneous nondurable goods whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42299                          | Other miscellaneous nondurable goods whsle .....           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990                         | Other miscellaneous nondurable goods whsle .....           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229904                        | Other nondurable goods whsle .                             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                | <b>Merchant wholesalers .....</b>                          | <b>35</b>               | <b>327 766</b>  | <b>16 923</b>            | <b>4 444</b>                    | <b>543</b>  | <b>35 471</b>                | <b>24 707</b>                                  | <b>25 732</b>                                  |
| 421                            | Wholesale trade, durable goods .....                       | 20                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114                          | Motor vehicle parts, (used) whsle ..                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140                         | Motor vehicle parts, (used) whsle .                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                           | Lumber & other construction materials whsle .....          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                           | Machinery, equipment, & supplies whsle .....               | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183                          | Industrial machinery & equipment whsle .....               | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421830                         | Industrial machinery & equipment whsle .....               | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218303                        | General-purpose industrial machinery & equipment whsle .   | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422                            | Wholesale trade, nondurable goods .....                    | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                           | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249                          | Other grocery & related products whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                         | Other grocery & related products whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224906                        | Other grocery specialties whsle .                          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                           | Petroleum & petroleum products whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                          | Petroleum bulk stations & terminals .                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                         | Petroleum bulk stations & terminals .....                  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                        | Petroleum bulk stations & terminals (except LP) .....      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011                       | Petroleum bulk stations (except LP) .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                           | Miscellaneous nondurable goods whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42299                          | Other miscellaneous nondurable goods whsle .....           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990                         | Other miscellaneous nondurable goods whsle .....           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229904                        | Other nondurable goods whsle .                             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code                          | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|-------------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>FREDERICKSBURG, VA (IC)—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
|                                     | <b>Manufacturers' sales branches and sales offices . . .</b>        | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                                 | Wholesale trade, nondurable goods . . . .                           | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                                | Grocery & related products whsle . . . .                            | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                               | Other grocery & related products whsle . . . . .                    | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490                              | Other grocery & related products whsle . . . . .                    | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                                     | <b>Agents, brokers, and commission merchants . . . . .</b>          | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                 | Wholesale trade, durable goods . . . . .                            | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>FRONT ROYAL, VA</b>              |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                           | <b>Wholesale trade . . . . .</b>                                    | <b>12</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                 | Wholesale trade, durable goods . . . . .                            | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                 | Wholesale trade, nondurable goods . . . .                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                                | Petroleum & petroleum products whsle . . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                               | Petroleum bulk stations & terminals . . . . .                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                     | <b>Merchant wholesalers . . . . .</b>                               | <b>12</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                 | Wholesale trade, durable goods . . . . .                            | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                 | Wholesale trade, nondurable goods . . . .                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                                | Petroleum & petroleum products whsle . . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>GALAX, VA (IC)</b>               |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                           | <b>Wholesale trade . . . . .</b>                                    | <b>6</b>                | <b>5 977</b>    | <b>1 013</b>             | <b>246</b>                      | <b>42</b>   | <b>2 010</b>                 | <b>595</b>                                     | <b>531</b>                                     |
|                                     | <b>Merchant wholesalers . . . . .</b>                               | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                     | <b>Manufacturers' sales branches and sales offices . . .</b>        | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                     | <b>Agents, brokers, and commission merchants . . . . .</b>          | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>HAMPTON, VA (IC)</b>             |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                           | <b>Wholesale trade . . . . .</b>                                    | <b>94</b>               | <b>370 693</b>  | <b>31 325</b>            | <b>7 540</b>                    | <b>1 073</b>  | <b>57 158</b>                | <b>26 937</b>                                  | <b>28 894</b>                                  |
| 421                                 | Wholesale trade, durable goods . . . . .                            | 65                      | 279 315         | 20 688                   | 5 393                           | 655   | 37 629                       | 22 137   | 24 162   |
| 4211                                | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42112                               | Motor vehicle supplies & new parts whsle . . . . .                  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421120                              | Motor vehicle supplies & new parts whsle . . . . .                  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211201                             | Motor vehicle supplies & new parts—warehouse distributors . . . . . | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                                | Lumber & other construction materials whsle . . . . .               | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42131                               | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310                              | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213102                             | Lumber with yard whsle . . . . .                                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                                | Professional & commercial equipment & supplies whsle . . . . .      | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216                                | Electrical goods whsle . . . . .                                    | 10                      | 35 293          | 3 303                    | 1 038                           | 104   | 5 595                        | 2 203  | 2 162  |
| 42169                               | Other electronic parts & equipment whsle . . . . .                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690                              | Other electronic parts & equipment whsle . . . . .                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                | Machinery, equipment, & supplies whsle . . . . .                    | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183                               | Industrial machinery & equipment whsle . . . . .                    | 4                       | 43 993          | 2 831                    | 601                             | 66  | 4 328                        | 1 658  | 1 773  |
| 421830                              | Industrial machinery & equipment whsle . . . . .                    | 4                       | 43 993          | 2 831                    | 601                             | 66  | 4 328                        | 1 658  | 1 773  |
| 4218305                             | Materials handling equipment whsle . . . . .                        | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42184                               | Industrial supplies whsle . . . . .                                 | 8                       | 18 678          | 1 818                    | 420                             | 66  | 3 483                        | 2 689  | 2 446  |
| 421840                              | Industrial supplies whsle . . . . .                                 | 8                       | 18 678          | 1 818                    | 420                             | 66  | 3 483                        | 2 689  | 2 446  |
| 4219                                | Miscellaneous durable goods whsle . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |



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|------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>HAMPTON, VA (IC)—Con.</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                    | <b>Wholesale trade—Con.</b>                                     |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422                          | Wholesale trade, nondurable goods . . . .                       | 29                      | 91 378          | 10 637                   | 2 147                           | 418   | 19 529                       | 4 800                              | 4 732                              |
| 4224                         | Grocery & related products whsle . . . .                        | 12                      | 49 562          | 4 926                    | 944                             | 230   | 9 963                        | 3 061                              | 2 889                              |
| 4228                         | Beer, wine, & distilled alcoholic beverage whsle . . . . .      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42281                        | Beer & ale whsle . . . . .                                      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422810                       | Beer & ale whsle . . . . .                                      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                              | <b>Merchant wholesalers . . . . .</b>                           | <b>86</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                          | Wholesale trade, durable goods . . . . .                        | 60                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle . . . . .  | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213                         | Lumber & other construction materials whsle . . . . .           | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42131                        | Lumber, plywood, millwork, & wood panel whsle . . . . .         | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421310                       | Lumber, plywood, millwork, & wood panel whsle . . . . .         | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213102                      | Lumber with yard whsle . . . . .                                | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                         | Professional & commercial equipment & supplies whsle . . . . .  | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4216                         | Electrical goods whsle . . . . .                                | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218                         | Machinery, equipment, & supplies whsle . . . . .                | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42183                        | Industrial machinery & equipment whsle . . . . .                | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421830                       | Industrial machinery & equipment whsle . . . . .                | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218305                      | Materials handling equipment whsle . . . . .                    | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42184                        | Industrial supplies whsle . . . . .                             | 8                       | 18 678          | 1 818                    | 420                             | 66  | 3 483                        | 2 689                              | 2 446                              |
| 421840                       | Industrial supplies whsle . . . . .                             | 8                       | 18 678          | 1 818                    | 420                             | 66  | 3 483                        | 2 689                              | 2 446                              |
| 4219                         | Miscellaneous durable goods whsle . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                          | Wholesale trade, nondurable goods . . . .                       | 26                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224                         | Grocery & related products whsle . . . .                        | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|                              | <b>Manufacturers' sales branches and sales offices . .</b>      | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                          | Wholesale trade, durable goods . . . . .                        | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle . . . . .  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                              | <b>Agents, brokers, and commission merchants . . . . .</b>      | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                          | Wholesale trade, durable goods . . . . .                        | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>HARRISONBURG, VA (IC)</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                    | <b>Wholesale trade . . . . .</b>                                | <b>62</b>               | <b>749 245</b>  | <b>25 549</b>            | <b>6 577</b>                    | <b>971</b>  | <b>88 814</b>                | <b>43 424</b>                      | <b>40 641</b>                      |
| 421                          | Wholesale trade, durable goods . . . . .                        | 42                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle . . . . .  | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42111                        | Automobile & other motor vehicle whsle . . . . .                | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421110                       | Automobile & other motor vehicle whsle . . . . .                | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4211104                      | Medium truck & tractor (14,001 lb to 26,000 lb) whsle . . . . . | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                         | Machinery, equipment, & supplies whsle . . . . .                | 16                      | 32 301          | 3 638                    | 847                             | 148   | 5 896                        | 6 497                              | 8 264                              |
| 42182                        | Farm & garden machinery & equipment whsle . . . . .             | 5                       | 12 675          | 2 036                    | 454                             | 66  | 2 868                        | 3 871                              | 4 869                              |
| 421820                       | Farm & garden machinery & equipment whsle . . . . .             | 5                       | 12 675          | 2 036                    | 454                             | 66  | 2 868                        | 3 871                              | 4 869                              |
| 4218201                      | Farm machinery & equipment—farm dealers . . . . .               | 5                       | 12 675          | 2 036                    | 454                             | 66  | 2 868                        | 3 871                              | 4 869                              |
| 42184                        | Industrial supplies whsle . . . . .                             | 5                       | 8 728           | 667                      | 170                             | 25  | 1 237                        | 726                                | 1 148                              |
| 421840                       | Industrial supplies whsle . . . . .                             | 5                       | 8 728           | 667                      | 170                             | 25  | 1 237                        | 726                                | 1 148                              |
| 4219                         | Miscellaneous durable goods whsle . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199                        | Other miscellaneous durable goods whsle . . . . .               | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421990                       | Other miscellaneous durable goods whsle . . . . .               | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |

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|-----------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>HARRISONBURG, VA (IC)—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                         | <b>Wholesale trade—Con.</b>                                      |                         |                 |                          |                                 |   |                              |  |  |
| 422                               | Wholesale trade, nondurable goods . . . .                        | 20                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4221                              | Paper & paper product whsle . . . . .                            | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                              | Grocery & related products whsle . . . .                         | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42244                             | Poultry & poultry product whsle . . . .                          | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422440                            | Poultry & poultry product whsle . . . .                          | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224402                           | Poultry & poultry product (except live) whsle . . . . .          | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                              | Petroleum & petroleum products whsle . . . . .                   | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| 42271                             | Petroleum bulk stations & terminals . . . . .                    | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| 422710                            | Petroleum bulk stations & terminals . . . . .                    | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| 4227101                           | Petroleum bulk stations & terminals (except LP) . . . . .        | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| 42271011                          | Petroleum bulk stations (except LP) . . . . .                    | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| 4229                              | Miscellaneous nondurable goods whsle . . . . .                   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42291                             | Farm supplies whsle . . . . .                                    | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422910                            | Farm supplies whsle . . . . .                                    | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229102                           | Farm supplies—whsle distributors . . . . .                       | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                                   | <b>Merchant wholesalers . . . . .</b>                            | <b>56</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                               | Wholesale trade, durable goods . . . . .                         | 38                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                              | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                             | Automobile & other motor vehicle whsle . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110                            | Automobile & other motor vehicle whsle . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                              | Machinery, equipment, & supplies whsle . . . . .                 | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42182                             | Farm & garden machinery & equipment whsle . . . . .              | 5                       | 12 675          | 2 036                    | 454                             | 66  | 2 868                        | 3 871  | 4 869  |
| 421820                            | Farm & garden machinery & equipment whsle . . . . .              | 5                       | 12 675          | 2 036                    | 454                             | 66  | 2 868                        | 3 871  | 4 869  |
| 4218201                           | Farm machinery & equipment—farm dealers . . . . .                | 5                       | 12 675          | 2 036                    | 454                             | 66  | 2 868                        | 3 871  | 4 869  |
| 4219                              | Miscellaneous durable goods whsle . . . .                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                             | Other miscellaneous durable goods whsle . . . . .                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                            | Other miscellaneous durable goods whsle . . . . .                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                               | Wholesale trade, nondurable goods . . . .                        | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                              | Grocery & related products whsle . . . .                         | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42244                             | Poultry & poultry product whsle . . . .                          | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422440                            | Poultry & poultry product whsle . . . .                          | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224402                           | Poultry & poultry product (except live) whsle . . . . .          | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                              | Petroleum & petroleum products whsle . . . . .                   | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| 42271                             | Petroleum bulk stations & terminals . . . . .                    | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
| 422710                            | Petroleum bulk stations & terminals . . . . .                    | 3                       | 24 295          | 1 139                    | 286                             | 43  | 2 932                        | 336  | 331  |
|                                   | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                               | Wholesale trade, nondurable goods . . . .                        | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229                              | Miscellaneous nondurable goods whsle . . . . .                   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42291                             | Farm supplies whsle . . . . .                                    | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422910                            | Farm supplies whsle . . . . .                                    | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                                   | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code         | Geographic area, type of operation, and kind of business                 | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>HERNDON, VA</b> |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>          | <b>Wholesale trade . . . . .</b>   | <b>66</b>               | <b>2 448 706</b> | <b>76 498</b>            | <b>18 804</b>                   | <b>1 254</b>  | <b>170 380</b>               | <b>32 204</b>                                  | <b>38 581</b>                                  |
| 421                | Wholesale trade, durable goods . . . . .                                 | 53                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4211               | Motor vehicle & motor vehicle parts & supplies whsle . . . . .           | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42111              | Automobile & other motor vehicle whsle . . . . .                         | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212               | Furniture & home furnishings whsle . . .                                 | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214               | Professional & commercial equipment & supplies whsle . . . . .           | 17                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42143              | Computer & computer peripheral equipment & software whsle . . . . .      | 14                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4216               | Electrical goods whsle . . . . .   | 18                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42169              | Other electronic parts & equipment whsle . . . . .                       | 15                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 4217               | Hardware, & plumbing & heating equipment & supplies whsle . . . . .      | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42173              | Warm air heating & air-conditioning equipment & supplies whsle . . . . . | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218               | Machinery, equipment, & supplies whsle . . . . .                         | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42183              | Industrial machinery & equipment whsle . . . . .                         | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42186              | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .  | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422                | Wholesale trade, nondurable goods . . . .                                | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4221               | Paper & paper product whsle . . . . .                                    | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42211              | Printing & writing paper whsle . . . . .                                 | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4224               | Grocery & related products whsle . . . .                                 | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42249              | Other grocery & related products whsle . . . . .                         | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229               | Miscellaneous nondurable goods whsle . . . . .                           | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42299              | Other miscellaneous nondurable goods whsle . . . . .                     | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
|                    | <b>Merchant wholesalers . . . . .</b>                                    | <b>51</b>               | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                | Wholesale trade, durable goods . . . . .                                 | 41                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 4211               | Motor vehicle & motor vehicle parts & supplies whsle . . . . .           | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42111              | Automobile & other motor vehicle whsle . . . . .                         | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212               | Furniture & home furnishings whsle . . .                                 | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214               | Professional & commercial equipment & supplies whsle . . . . .           | 15                      | 45 290           | 5 435                    | 1 408                           | 99  | 10 201                       | 1 786  | 2 547  |
| 42143              | Computer & computer peripheral equipment & software whsle . . . . .      | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4216               | Electrical goods whsle . . . . .   | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42169              | Other electronic parts & equipment whsle . . . . .                       | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4217               | Hardware, & plumbing & heating equipment & supplies whsle . . . . .      | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42173              | Warm air heating & air-conditioning equipment & supplies whsle . . . . . | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4218               | Machinery, equipment, & supplies whsle . . . . .                         | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42186              | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .  | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422                | Wholesale trade, nondurable goods . . . .                                | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224               | Grocery & related products whsle . . . .                                 | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42249              | Other grocery & related products whsle . . . . .                         | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
|                    | <b>Manufacturers' sales branches and sales offices . . . . .</b>         | <b>12</b>               | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                | Wholesale trade, durable goods . . . . .                                 | 11                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 4216               | Electrical goods whsle . . . . .   | 6                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 42169              | Other electronic parts & equipment whsle . . . . .                       | 5                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 4217               | Hardware, & plumbing & heating equipment & supplies whsle . . . . .      | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42173              | Warm air heating & air-conditioning equipment & supplies whsle . . . . . | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218               | Machinery, equipment, & supplies whsle . . . . .                         | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42183              | Industrial machinery & equipment whsle . . . . .                         | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422                | Wholesale trade, nondurable goods . . . .                                | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4221               | Paper & paper product whsle . . . . .                                    | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code               | Geographic area, type of operation, and kind of business  | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|--------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>HERNDON, VA—Con.</b>  |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                          | <b>Agents, brokers, and commission merchants .....</b>    | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                      | Wholesale trade, durable goods .....                      | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422                      | Wholesale trade, nondurable goods .....                   | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4229                     | Miscellaneous nondurable goods                            |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42299                    | whsle .....   | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|                          | Other miscellaneous nondurable goods whsle .....          | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>HOPEWELL, VA (IC)</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                | <b>Wholesale trade .....</b>                              | <b>18</b>               | <b>92 687</b>   | <b>9 500</b>             | <b>2 348</b>                    | <b>268</b>  | <b>19 468</b>                | <b>10 985</b>                      | <b>12 717</b>                      |
| 421                      | Wholesale trade, durable goods .....                      | 10                      | 10 301          | 1 579                    | 412                             | 72  | 3 966                        | 844                                | 1 613                              |
| 4219                     | Miscellaneous durable goods whsle ...                     | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422                      | Wholesale trade, nondurable goods .....                   | 8                       | 82 386          | 7 921                    | 1 936                           | 196   | 15 502                       | 10 141                             | 11 104                             |
| 4226                     | Chemical & allied products whsle .....                    | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42269                    | Other chemical & allied products whsle .....              | 4                       | 56 170          | 6 225                    | 1 531                           | 142   | 11 623                       | 7 162                              | 8 021                              |
| 422690                   | Other chemical & allied products whsle .....              | 4                       | 56 170          | 6 225                    | 1 531                           | 142   | 11 623                       | 7 162                              | 8 021                              |
| 4226901                  | Industrial gases (except LP) whsle .....                  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4226902                  | Other chemical & allied products whsle .....              | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227                     | Petroleum & petroleum products whsle .....                | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42271                    | Petroleum bulk stations & terminals ..                    | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422710                   | Petroleum bulk stations & terminals .....                 | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|                          | <b>Merchant wholesalers .....</b>                         | <b>15</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                      | Wholesale trade, durable goods .....                      | 10                      | 10 301          | 1 579                    | 412                             | 72  | 3 966                        | 844                                | 1 613                              |
| 4219                     | Miscellaneous durable goods whsle ...                     | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422                      | Wholesale trade, nondurable goods .....                   | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4226                     | Chemical & allied products whsle .....                    | 3                       | 12 678          | 2 135                    | 530                             | 45  | 3 740                        | 1 720                              | 1 755                              |
| 4227                     | Petroleum & petroleum products whsle .....                | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|                          | <b>Manufacturers' sales branches and sales offices ..</b> | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                      | Wholesale trade, nondurable goods .....                   | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4226                     | Chemical & allied products whsle .....                    | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42269                    | Other chemical & allied products whsle .....              | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422690                   | Other chemical & allied products whsle .....              | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| <b>LEBANON, VA</b>       |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                | <b>Wholesale trade .....</b>                              | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                      | Wholesale trade, durable goods .....                      | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4215                     | Metal & mineral (except petroleum) whsle .....            | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42152                    | Coal & other mineral & ore whsle ...                      | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|                          | <b>Merchant wholesalers .....</b>                         | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                      | Wholesale trade, durable goods .....                      | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4215                     | Metal & mineral (except petroleum) whsle .....            | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42152                    | Coal & other mineral & ore whsle ...                      | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |

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| NAICS code                | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>LEESBURG, VA</b>       |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                 | <b>Wholesale trade .....</b>  | <b>22</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                       | Wholesale trade, durable goods .....                                    | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                      | Machinery, equipment, & supplies  |                         |                 |                          |                                 |   |                              |  |  |
| 42186                     | whsle .....   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                           | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                                 | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                           | <b>Merchant wholesalers .....</b>                                       | <b>18</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                       | Wholesale trade, durable goods .....                                    | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                      | Machinery, equipment, & supplies  |                         |                 |                          |                                 |   |                              |  |  |
| 42186                     | whsle .....   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                           | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                           | <b>Manufacturers' sales branches and sales offices ..</b>               | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                           | <b>Agents, brokers, and commission merchants .....</b>                  | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>LEXINGTON, VA (IC)</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                 | <b>Wholesale trade .....</b>  | <b>5</b>                | <b>16 904</b>   | <b>1 354</b>             | <b>321</b>                      | <b>27</b>   | <b>3 430</b>                 | <b>1 521</b>                                   | <b>1 939</b>                                   |
| 421                       | Wholesale trade, durable goods .....                                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                                 | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                           | <b>Merchant wholesalers .....</b>                                       | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                       | Wholesale trade, nondurable goods .....                                 | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                           | <b>Manufacturers' sales branches and sales offices ..</b>               | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>LURAY, VA</b>          |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                 | <b>Wholesale trade .....</b>  | <b>7</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                           | <b>Merchant wholesalers .....</b>                                       | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                           | <b>Agents, brokers, and commission merchants .....</b>                  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>LYNCHBURG, VA (IC)</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                 | <b>Wholesale trade .....</b>  | <b>100</b>              | <b>504 599</b>  | <b>43 831</b>            | <b>9 395</b>                    | <b>1 292</b>  | <b>86 263</b>                | <b>34 359</b>                                  | <b>35 184</b>                                  |
| 421                       | Wholesale trade, durable goods .....                                    | 62                      | 163 075         | 17 204                   | 4 093                           | 622   | 31 323                       | 20 132   | 20 691   |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle .....              | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                      | Lumber & other construction materials whsle .....                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                      | Electrical goods whsle .....  | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42161                     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421610                    | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169                     | Other electronic parts & equipment whsle .....                          | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690                    | Other electronic parts & equipment whsle .....                          | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216902                   | Electronic parts (excluding communications equipment) whsle .....       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                      | Hardware, & plumbing & heating equipment & supplies whsle .....         | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                      | Machinery, equipment, & supplies whsle .....                            | 15                      | 31 704          | 4 685                    | 1 049                           | 131   | 7 803                        | 4 700  | 5 159  |
| 42183                     | Industrial machinery & equipment whsle .....                            | 5                       | 11 695          | 1 744                    | 450                             | 49  | 2 466                        | 1 119  | 828  |
| 421830                    | Industrial machinery & equipment whsle .....                            | 5                       | 11 695          | 1 744                    | 450                             | 49  | 2 466                        | 1 119  | 828  |
| 42184                     | Industrial supplies whsle .....   | 7                       | 16 412          | 2 190                    | 436                             | 57  | 4 001                        | 2 397  | 3 030  |
| 421840                    | Industrial supplies whsle .....   | 7                       | 16 412          | 2 190                    | 436                             | 57  | 4 001                        | 2 397  | 3 030  |
| 4219                      | Miscellaneous durable goods whsle ...                                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193                     | Recyclable material whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421930                    | Recyclable material whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>LYNCHBURG, VA (IC)—Con.</b>                                      |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods . . . . .                         | 38                      | 341 524         | 26 627                   | 5 302                           | 670   | 54 940                       | 14 227   | 14 493   |
| 4221       | Paper & paper product whsle . . . . .                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223       | Apparel, piece goods, & notions whsle .                             | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42234      | Footwear whsle . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422340     | Footwear whsle . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                          | 10                      | 29 181          | 3 257                    | 699                             | 121   | 6 495                        | 1 035  | 1 093  |
| 42249      | Other grocery & related products whsle . . . . .                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle . . . . .                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                      | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 42271      | Petroleum bulk stations & terminals .                               | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 422710     | Petroleum bulk stations & terminals . . . . .                       | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .           | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                       | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .          | 3                       | 32 537          | 4 038                    | 905                             | 125   | 6 374                        | 1 758  | 1 691  |
| 42281      | Beer & ale whsle . . . . .  | 3                       | 32 537          | 4 038                    | 905                             | 125   | 6 374                        | 1 758  | 1 691  |
| 422810     | Beer & ale whsle . . . . .  | 3                       | 32 537          | 4 038                    | 905                             | 125   | 6 374                        | 1 758  | 1 691  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                      | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .                | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .                | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                               | <b>81</b>               | <b>298 093</b>  | <b>29 995</b>            | <b>6 831</b>                    | <b>1 074</b>  | <b>62 618</b>                | <b>27 343</b>                                  | <b>28 561</b>                                  |
| 421        | Wholesale trade, durable goods . . . . .                            | 51                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle . . . . .               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .                                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . . | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                    | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42184      | Industrial supplies whsle . . . . .                                 | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840     | Industrial supplies whsle . . . . .                                 | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . . . .                         | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193      | Recyclable material whsle . . . . .                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421930     | Recyclable material whsle . . . . .                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                         | 30                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4221       | Paper & paper product whsle . . . . .                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                          | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490     | Other grocery & related products whsle . . . . .                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                      | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 42271      | Petroleum bulk stations & terminals .                               | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 422710     | Petroleum bulk stations & terminals . . . . .                       | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .           | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                       | 5                       | 54 620          | 2 199                    | 545                             | 111   | 11 769                       | 1 250  | 1 234  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                      | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices . .</b>          | <b>9</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>          | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216       | Electrical goods whsle . . . . .                                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169      | Other electronic parts & equipment whsle . . . . .                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690     | Other electronic parts & equipment whsle . . . . .                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                         | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223       | Apparel, piece goods, & notions whsle .                             | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42234      | Footwear whsle . . . . .  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422340     | Footwear whsle . . . . .  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle . . . . .                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code               | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>MANASSAS, VA (IC)</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                | <b>Wholesale trade .....</b>  | <b>59</b>               | <b>626 342</b>  | <b>41 032</b>            | <b>9 309</b>                    | <b>1 008</b>  | <b>66 846</b>                | <b>35 701</b>                                  | <b>46 953</b>                                  |
| 421                      | Wholesale trade, durable goods .....                                    | 48                      | 241 396         | 17 551                   | 4 059                           | 453   | 32 737                       | 21 369   | 18 597   |
| 4211                     | Motor vehicle & motor vehicle parts & supplies whsle.....               | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213                     | Lumber & other construction materials whsle .....                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42131                    | Lumber, plywood, millwork, & wood panel whsle .....                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310                   | Lumber, plywood, millwork, & wood panel whsle.....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                     | Professional & commercial equipment & supplies whsle.....               | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143                    | Computer & computer peripheral equipment & software whsle.....          | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 421430                   | Computer & computer peripheral equipment & software whsle.....          | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 4214301                  | Computer & peripheral equipment whsle.....                              | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 42143012                 | Computers & peripheral equipment for end use.....                       | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 4216                     | Electrical goods whsle .....  | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42161                    | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421610                   | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169                    | Other electronic parts & equipment whsle .....                          | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690                   | Other electronic parts & equipment whsle .....                          | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216902                  | Electronic parts (excluding communications equipment) whsle .....       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                     | Machinery, equipment, & supplies whsle .....                            | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186                    | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421860                   | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                      | Wholesale trade, nondurable goods .....                                 | 11                      | 384 946         | 23 481                   | 5 250                           | 555   | 34 109                       | 14 332   | 28 356   |
| 4224                     | Grocery & related products whsle .....                                  | 4                       | 357 625         | 20 957                   | 4 649                           | 498   | 29 583                       | 13 450   | 27 444   |
| 42242                    | Packaged frozen food whsle .....  | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422420                   | Packaged frozen food whsle .....  | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42249                    | Other grocery & related products whsle .....                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                   | Other grocery & related products whsle .....                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224902                  | Bread & baked goods whsle.....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                     | Petroleum & petroleum products whsle .....                              | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271                    | Petroleum bulk stations & terminals .....                               | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710                   | Petroleum bulk stations & terminals .....                               | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                          | <b>Merchant wholesalers.....</b>  | <b>52</b>               | <b>524 671</b>  | <b>38 084</b>            | <b>8 566</b>                    | <b>933</b>  | <b>60 923</b>                | <b>34 015</b>                                  | <b>45 653</b>                                  |
| 421                      | Wholesale trade, durable goods .....                                    | 44                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                     | Motor vehicle & motor vehicle parts & supplies whsle.....               | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213                     | Lumber & other construction materials whsle .....                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                     | Professional & commercial equipment & supplies whsle.....               | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143                    | Computer & computer peripheral equipment & software whsle.....          | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 421430                   | Computer & computer peripheral equipment & software whsle.....          | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 4214301                  | Computer & peripheral equipment whsle.....                              | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 42143012                 | Computers & peripheral equipment for end use.....                       | 6                       | 29 082          | 3 213                    | 803                             | 56  | 4 350                        | 2 146  | 2 211  |
| 4216                     | Electrical goods whsle .....  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169                    | Other electronic parts & equipment whsle .....                          | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690                   | Other electronic parts & equipment whsle .....                          | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216902                  | Electronic parts (excluding communications equipment) whsle .....       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                     | Machinery, equipment, & supplies whsle .....                            | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code   | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>MANASSAS, VA (IC)—Con.</b>                              |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                           |  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                | 8                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224   | Grocery & related products whse . . . .                  | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42242  | Packaged frozen food whse . . . . .                      | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422420   | Packaged frozen food whse . . . . .                      | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whse . . . . .            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . .</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods . . . . .                 | 4                       | 96 776          | 2 744                    | 696                             | 68  | 5 535                        | 1 686  | 1 300  |
| 422  | Wholesale trade, nondurable goods . . . .                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224   | Grocery & related products whse . . . .                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249  | Other grocery & related products whse . . . . .          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490   | Other grocery & related products whse . . . . .          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224902  | Bread & baked goods whse . . . . .                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|  |  | 3                       | 4 895           | 204                      | 47                              | 7   | 388                          | —  | —  |
| <b>MANASSAS PARK, VA (IC)</b>                              |  |                         |                 |                          |                                 |   |                              |  |  |
| 42   | Wholesale trade . . . . .                                | 13                      | 36 680          | 6 370                    | 1 124                           | 180   | 13 502                       | 8 983  | 8 417  |
| 421  | Wholesale trade, durable goods . . . . .                 | 13                      | 36 680          | 6 370                    | 1 124                           | 180   | 13 502                       | 8 983  | 8 417  |
| 4218   | Machinery, equipment, & supplies whse . . . . .          | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers . . . . .</b>                      |  |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods . . . . .                 | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whse . . . . .          | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . .</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|  |  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>MARION, VA</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| 42   | Wholesale trade . . . . .                                | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers . . . . .</b>                      |  |                         |                 |                          |                                 |   |                              |  |  |
|  |  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|  |  | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>MARTINSVILLE, VA (IC)</b>                               |  |                         |                 |                          |                                 |   |                              |  |  |
| 42   | Wholesale trade . . . . .                                | 23                      | 143 675         | 6 858                    | 1 812                           | 202   | 13 348                       | 4 731  | 4 318  |
| 421  | Wholesale trade, durable goods . . . . .                 | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whse . . . . .          | 3                       | 9 873           | 752                      | 154                             | 24  | 1 473                        | 1 761  | 1 869  |
| 422  | Wholesale trade, nondurable goods . . . .                | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whse .                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42232  | Men's & boys' clothing & furnishings whse . . . . .      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422320   | Men's & boys' clothing & furnishings whse . . . . .      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224   | Grocery & related products whse . . . .                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249  | Other grocery & related products whse . . . . .          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490   | Other grocery & related products whse . . . . .          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903  | Soft drinks whse . . . . .                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers . . . . .</b>                      |  |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods . . . . .                 | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whse . . . . .          | 3                       | 9 873           | 752                      | 154                             | 24  | 1 473                        | 1 761  | 1 869  |
| 422  | Wholesale trade, nondurable goods . . . .                | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . .</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whse .                   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|  |  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |



**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                   | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NEWPORT NEWS, VA (IC)</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 42                           | <b>Wholesale trade .....</b>   | <b>132</b>              | <b>604 183</b>  | <b>50 264</b>            | <b>11 126</b>                   | <b>1 634</b>  | <b>99 324</b>                | <b>76 612</b>                                  | <b>73 077</b>                                  |
| 421                          | Wholesale trade, durable goods .....                                   | 99                      | 430 931         | 38 495                   | 8 294                           | 1 141   | 74 726                       | 64 732   | 57 457   |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle .....             | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212                         | Furniture & home furnishings whsle ...                                 | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42121                        | Furniture whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421210                       | Furniture whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122                        | Home furnishings whsle .....   | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421220                       | Home furnishings whsle .....   | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4212202                      | Linens, domestics, draperies, & curtains whsle .....                   | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214                         | Professional & commercial equipment & supplies whsle .....             | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42142                        | Office equipment whsle .....   | 7                       | 14 459          | 3 336                    | 663                             | 112   | 4 853                        | 1 536  | 1 518  |
| 421420                       | Office equipment whsle .....   | 7                       | 14 459          | 3 336                    | 663                             | 112   | 4 853                        | 1 536  | 1 518  |
| 42143                        | Computer & computer peripheral equipment & software whsle .....        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421430                       | Computer & computer peripheral equipment & software whsle .....        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214301                      | Computer & peripheral equipment whsle .....                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143012                     | Computers & peripheral equipment for end use .....                     | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                         | Hardware, & plumbing & heating equipment & supplies whsle .....        | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42171                        | Hardware whsle .....   | 6                       | 17 313          | 1 497                    | 328                             | 50  | 3 498                        | 2 292  | 1 917  |
| 421710                       | Hardware whsle .....   | 6                       | 17 313          | 1 497                    | 328                             | 50  | 3 498                        | 2 292  | 1 917  |
| 42172                        | Plumbing & heating equipment & supplies (hydronics) whsle .....        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421720                       | Plumbing & heating equipment & supplies (hydronics) whsle .....        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                         | Machinery, equipment, & supplies whsle .....                           | 27                      | 135 667         | 10 707                   | 2 396                           | 309   | 23 014                       | 26 100   | 26 043   |
| 42181                        | Construction & mining (except petroleum) machinery & equip whsle ..... | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421810                       | Construction & mining (except petroleum) machinery & equip whsle ..... | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182                        | Farm & garden machinery & equipment whsle .....                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820                       | Farm & garden machinery & equipment whsle .....                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183                        | Industrial machinery & equipment whsle .....                           | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830                       | Industrial machinery & equipment whsle .....                           | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184                        | Industrial supplies whsle .....  | 5                       | 18 900          | 2 360                    | 485                             | 49  | 4 241                        | 2 656  | 2 867  |
| 421840                       | Industrial supplies whsle .....  | 5                       | 18 900          | 2 360                    | 485                             | 49  | 4 241                        | 2 656  | 2 867  |
| 4219                         | Miscellaneous durable goods whsle ...                                  | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                          | Wholesale trade, nondurable goods .....                                | 33                      | 173 252         | 11 769                   | 2 832                           | 493   | 24 598                       | 11 880   | 15 620   |
| 4221                         | Paper & paper product whsle .....                                      | 6                       | 12 157          | 1 214                    | 350                             | 65  | 2 142                        | 507  | 526  |
| 4224                         | Grocery & related products whsle .....                                 | 11                      | 87 674          | 4 538                    | 1 092                           | 187   | 10 935                       | 6 660  | 7 662  |
| 4227                         | Petroleum & petroleum products whsle .....                             | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                        | Petroleum bulk stations & terminals ..                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                       | Petroleum bulk stations & terminals .....                              | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                      | Petroleum bulk stations & terminals (except LP) .....                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4228                         | Beer, wine, & distilled alcoholic beverage whsle .....                 | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42281                        | Beer & ale whsle .....   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422810                       | Beer & ale whsle .....   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |

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| NAICS code                        | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|-----------------------------------|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>NEWPORT NEWS, VA (IC)—Con.</b> |  |                         |                  |                          |                                 |   |                              |                                    |                                    |
|                                   | <b>Merchant wholesalers .....</b>                                      | <b>113</b>              | <b>482 928</b>   | <b>39 480</b>            | <b>8 551</b>                    | <b>1 461</b>  | <b>84 429</b>                | <b>69 774</b>                      | <b>63 564</b>                      |
| 421                               | Wholesale trade, durable goods .....                                   | 83                      | D                | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4211                              | Motor vehicle & motor vehicle parts & supplies whsle .....             | 9                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212                              | Furniture & home furnishings whsle ...                                 | 4                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42122                             | Home furnishings whsle .....   | 3                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421220                            | Home furnishings whsle .....   | 3                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4212202                           | Linens, domestics, draperies, & curtains whsle .....                   | 2                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4214                              | Professional & commercial equipment & supplies whsle .....             | 17                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42142                             | Office equipment whsle .....   | 7                       | 14 459           | 3 336                    | 663                             | 112   | 4 853                        | 1 536                              | 1 518                              |
| 421420                            | Office equipment whsle .....   | 7                       | 14 459           | 3 336                    | 663                             | 112   | 4 853                        | 1 536                              | 1 518                              |
| 4217                              | Hardware, & plumbing & heating equipment & supplies whsle .....        | 14                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42171                             | Hardware whsle .....   | 6                       | 17 313           | 1 497                    | 328                             | 50  | 3 498                        | 2 292                              | 1 917                              |
| 421710                            | Hardware whsle .....   | 6                       | 17 313           | 1 497                    | 328                             | 50  | 3 498                        | 2 292                              | 1 917                              |
| 42172                             | Plumbing & heating equipment & supplies (hydronics) whsle .....        | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421720                            | Plumbing & heating equipment & supplies (hydronics) whsle .....        | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                              | Machinery, equipment, & supplies whsle .....                           | 22                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42181                             | Construction & mining (except petroleum) machinery & equip whsle ..... | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421810                            | Construction & mining (except petroleum) machinery & equip whsle ..... | 2                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42182                             | Farm & garden machinery & equipment whsle .....                        | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421820                            | Farm & garden machinery & equipment whsle .....                        | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183                             | Industrial machinery & equipment whsle .....                           | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421830                            | Industrial machinery & equipment whsle .....                           | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42184                             | Industrial supplies whsle .....  | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421840                            | Industrial supplies whsle .....  | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                              | Miscellaneous durable goods whsle ...                                  | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                               | Wholesale trade, nondurable goods .....                                | 30                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4221                              | Paper & paper product whsle .....                                      | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224                              | Grocery & related products whsle .....                                 | 10                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
|                                   | <b>Manufacturers' sales branches and sales offices ..</b>              | <b>9</b>                | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                               | Wholesale trade, durable goods .....                                   | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                              | Professional & commercial equipment & supplies whsle .....             | 1                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                              | Machinery, equipment, & supplies whsle .....                           | 3                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                               | Wholesale trade, nondurable goods .....                                | 1                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
|                                   | <b>Agents, brokers, and commission merchants .....</b>                 | <b>10</b>               | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                               | Wholesale trade, durable goods .....                                   | 8                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>NORFOLK, VA (IC)</b>           |  |                         |                  |                          |                                 |   |                              |                                    |                                    |
| 42                                | <b>Wholesale trade .....</b>   | <b>324</b>              | <b>2 914 637</b> | <b>183 929</b>           | <b>44 836</b>                   | <b>5 845</b>  | <b>361 888</b>               | <b>207 055</b>                     | <b>206 389</b>                     |

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|--------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK, VA (IC)—Con.</b>   |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42 Wholesale trade—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| 421                            | Wholesale trade, durable goods .....                                    | 206                     | 757 323         | 92 472                   | 23 885                          | 2 837   | 165 623                      | 104 429  | 105 846  |
| 4211                           | Motor vehicle & motor vehicle parts & supplies whsle .....              | 26                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                          | Automobile & other motor vehicle whsle .....                            | 9                       | 31 756          | 1 855                    | 364                             | 68  | 3 505                        | 3 251  | 3 395  |
| 421110                         | Automobile & other motor vehicle whsle .....                            | 9                       | 31 756          | 1 855                    | 364                             | 68  | 3 505                        | 3 251  | 3 395  |
| 4211104                        | Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42112                          | Motor vehicle supplies & new parts whsle .....                          | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421120                         | Motor vehicle supplies & new parts whsle .....                          | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114                          | Motor vehicle parts, (used) whsle ...                                   | 4                       | 2 621           | 724                      | 189                             | 34  | 1 699                        | 746  | 779  |
| 421140                         | Motor vehicle parts, (used) whsle .                                     | 4                       | 2 621           | 724                      | 189                             | 34  | 1 699                        | 746  | 779  |
| 4212                           | Furniture & home furnishings whsle ...                                  | 13                      | 28 098          | 3 990                    | 903                             | 122   | 6 440                        | 3 396  | 3 550  |
| 42121                          | Furniture whsle .....   | 7                       | 16 351          | 1 756                    | 408                             | 42  | 2 394                        | 1 731  | 1 802  |
| 421210                         | Furniture whsle .....   | 7                       | 16 351          | 1 756                    | 408                             | 42  | 2 394                        | 1 731  | 1 802  |
| 42122                          | Home furnishings whsle .....  | 6                       | 11 747          | 2 234                    | 495                             | 80  | 4 046                        | 1 665  | 1 748  |
| 421220                         | Home furnishings whsle .....  | 6                       | 11 747          | 2 234                    | 495                             | 80  | 4 046                        | 1 665  | 1 748  |
| 4213                           | Lumber & other construction materials whsle .....                       | 12                      | 46 141          | 6 215                    | 1 700                           | 224   | 11 579                       | 8 577  | 8 122  |
| 42132                          | Brick, stone, & related construction materials whsle .....              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421320                         | Brick, stone, & related construction materials whsle .....              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213202                        | Sand, gravel, & stone whsle .....                                       | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4214                           | Professional & commercial equipment & supplies whsle .....              | 36                      | 188 577         | 25 102                   | 7 237                           | 611   | 43 098                       | 15 965   | 15 362   |
| 42142                          | Office equipment whsle .....  | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421420                         | Office equipment whsle .....  | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143                          | Computer & computer peripheral equipment & software whsle .....         | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421430                         | Computer & computer peripheral equipment & software whsle .....         | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214301                        | Computer & peripheral equipment whsle .....                             | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143012                       | Computers & peripheral equipment for end use .....                      | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42145                          | Medical, dental, & hospital equipment & supplies whsle .....            | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421450                         | Medical, dental, & hospital equipment & supplies whsle .....            | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4214501                        | Surgical, medical, & hospital supplies whsle .....                      | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42146                          | Ophthalmic goods whsle .....  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421460                         | Ophthalmic goods whsle .....  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                           | Electrical goods whsle .....  | 26                      | 117 864         | 11 924                   | 3 713                           | 370   | 19 875                       | 21 599   | 21 891   |
| 42161                          | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 14                      | 84 034          | 7 040                    | 1 709                           | 222   | 12 277                       | 18 907   | 19 347   |
| 421610                         | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 14                      | 84 034          | 7 040                    | 1 709                           | 222   | 12 277                       | 18 907   | 19 347   |
| 42169                          | Other electronic parts & equipment whsle .....                          | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690                         | Other electronic parts & equipment whsle .....                          | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216901                        | Communications equipment & supplies whsle .....                         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                           | Hardware, & plumbing & heating equipment & supplies whsle .....         | 22                      | 92 686          | 7 280                    | 1 790                           | 289   | 14 319                       | 12 472   | 12 178   |
| 42171                          | Hardware whsle .....  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421710                         | Hardware whsle .....  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42172                          | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421720                         | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173                          | Warm air heating & air-conditioning equipment & supplies whsle .....    | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730                         | Warm air heating & air-conditioning equipment & supplies whsle .....    | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42174                          | Refrigeration equipment & supplies whsle .....                          | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421740                         | Refrigeration equipment & supplies whsle .....                          | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>NORFOLK, VA (IC)—Con.</b>  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 4218       | Machinery, equipment, & supplies                                    |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 53                      | 155 835         | 23 809                   | 5 322                           | 752   | 41 448                       | 20 313   | 22 029   |
| 42181      | Construction & mining (except petroleum) machinery & equip          |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421810     | Construction & mining (except petroleum) machinery & equip          |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment                                    |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 13                      | 30 967          | 5 447                    | 1 288                           | 190   | 8 260                        | 3 227  | 3 390  |
| 421830     | Industrial machinery & equipment                                    |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 13                      | 30 967          | 5 447                    | 1 288                           | 190   | 8 260                        | 3 227  | 3 390  |
| 42184      | Industrial supplies whsle .....                                     | 18                      | 53 505          | 8 946                    | 2 134                           | 238   | 17 386                       | 7 681  | 8 573  |
| 421840     | Industrial supplies whsle .....                                     | 18                      | 53 505          | 8 946                    | 2 134                           | 238   | 17 386                       | 7 681  | 8 573  |
| 4218401    | General-line industrial supplies                                    |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 4                       | 21 056          | 3 924                    | 864                             | 108   | 6 767                        | 2 827  | 3 031  |
| 42185      | Service establishment equipment & supplies whsle .....              | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850     | Service establishment equipment & supplies whsle .....              | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle ..... | 8                       | 35 729          | 5 073                    | 992                             | 174   | 7 478                        | 5 908  | 5 631  |
| 421860     | Transportation equipment & supplies (exc motor vehicle)             |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 8                       | 35 729          | 5 073                    | 992                             | 174   | 7 478                        | 5 908  | 5 631  |
| 4218602    | Marine machinery, equipment, & supplies whsle .....                 | 8                       | 35 729          | 5 073                    | 992                             | 174   | 7 478                        | 5 908  | 5 631  |
| 4219       | Miscellaneous durable goods whsle ...                               | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42192      | Toy & hobby goods & supplies  |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421920     | Toy & hobby goods & supplies  |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle .....                       | 3                       | 8 444           | 1 562                    | 403                             | 52  | 3 570                        | 2 318  | 2 395  |
| 421990     | Other miscellaneous durable goods whsle .....                       | 3                       | 8 444           | 1 562                    | 403                             | 52  | 3 570                        | 2 318  | 2 395  |
| 422        | Wholesale trade, nondurable goods .....                             | 118                     | 2 157 314       | 91 457                   | 20 951                          | 3 008   | 196 265                      | 102 626  | 100 543  |
| 4221       | Paper & paper product whsle .....                                   | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42212      | Stationery & office supplies whsle ...                              | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422120     | Stationery & office supplies whsle .                                | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42213      | Industrial & personal service paper                                 |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 5                       | 57 178          | 6 423                    | 1 501                           | 144   | 10 041                       | 4 559  | 5 042  |
| 422130     | Industrial & personal service paper                                 |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 5                       | 57 178          | 6 423                    | 1 501                           | 144   | 10 041                       | 4 559  | 5 042  |
| 4223       | Apparel, piece goods, & notions whsle.                              | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42232      | Men's & boys' clothing & furnishings                                |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 7                       | 41 136          | 4 180                    | 1 179                           | 136   | 9 484                        | 4 008  | 3 751  |
| 422320     | Men's & boys' clothing & furnishings whsle .....                    | 7                       | 41 136          | 4 180                    | 1 179                           | 136   | 9 484                        | 4 008  | 3 751  |
| 42233      | Women's, children's, & infants' clothing & accessories whsle .....  | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422330     | Women's, children's, & infants' clothing & accessories whsle .....  | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224       | Grocery & related products whsle .....                              | 39                      | 1 690 712       | 56 004                   | 12 419                          | 1 858   | 116 792                      | 54 932   | 56 204   |
| 42242      | Packaged frozen food whsle .....                                    | 6                       | 76 130          | 4 427                    | 925                             | 157   | 9 901                        | 2 075  | 2 056  |
| 422420     | Packaged frozen food whsle .....                                    | 6                       | 76 130          | 4 427                    | 925                             | 157   | 9 901                        | 2 075  | 2 056  |
| 42248      | Fresh fruit & vegetable whsle .....                                 | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422480     | Fresh fruit & vegetable whsle .....                                 | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249      | Other grocery & related products                                    |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 11                      | 1 499 792       | 37 504                   | 8 886                           | 1 229   | 79 932                       | 49 818   | 50 746   |
| 422490     | Other grocery & related products                                    |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 11                      | 1 499 792       | 37 504                   | 8 886                           | 1 229   | 79 932                       | 49 818   | 50 746   |
| 4224903    | Soft drinks whsle .....   | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224904    | Canned goods whsle .....  | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224905    | Food & beverage basic materials whsle .....                         | 1                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle .....                               | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle .....                              | 16                      | 62 750          | 3 257                    | 771                             | 101   | 6 447                        | 4 733  | 7 926  |
| 42269      | Other chemical & allied products                                    |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690     | Other chemical & allied products                                    |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902    | Other chemical & allied products                                    |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products                                      |                         |                 |                          |                                 |   |                              |  |  |
|            | whsle .....   | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals .                               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals .....                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle .....              | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42281      | Beer & ale whsle .....  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422810     | Beer & ale whsle .....  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |

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| NAICS code                   | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK, VA (IC)—Con.</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>                    | <b>Wholesale trade—Con.</b>   |                         |                  |                          |                                 |   |                              |  |  |
| 422                          | Wholesale trade, nondurable goods—Con.                                  |                         |                  |                          |                                 |   |                              |  |  |
| 4229                         | Miscellaneous nondurable goods  |                         |                  |                          |                                 |   |                              |  |  |
|                              | whsle .....   | 21                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42291                        | Farm supplies whsle .....   | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422910                       | Farm supplies whsle .....   | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229102                      | Farm supplies—whsle distributors .....                                  | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42292                        | Book, periodical, & newspaper whsle .....                               | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422920                       | Book, periodical, & newspaper whsle .....                               | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42293                        | Flower, nursery stock, & florists' supplies whsle .....                 | 3                       | 7 895            | 1 044                    | 259                             | 49  | 2 265                        | 264  | 271  |
| 422930                       | Flower, nursery stock, & florists' supplies whsle .....                 | 3                       | 7 895            | 1 044                    | 259                             | 49  | 2 265                        | 264  | 271  |
| 42299                        | Other miscellaneous nondurable goods whsle .....                        | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422990                       | Other miscellaneous nondurable goods whsle .....                        | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229904                      | Other nondurable goods whsle ..   | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
|                              | <b>Merchant wholesalers .....</b>                                       | <b>271</b>              | <b>2 003 484</b> | <b>137 915</b>           | <b>31 690</b>                   | <b>4 473</b>  | <b>272 831</b>               | <b>194 033</b>                                 | <b>193 236</b>                                 |
| 421                          | Wholesale trade, durable goods .....                                    | 182                     | 553 709          | 74 222                   | 17 710                          | 2 484   | 133 588                      | 94 320   | 95 196   |
| 4211                         | Motor vehicle & motor vehicle parts & supplies whsle .....              | 25                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42111                        | Automobile & other motor vehicle whsle .....                            | 9                       | 31 756           | 1 855                    | 364                             | 68  | 3 505                        | 3 251  | 3 395  |
| 421110                       | Automobile & other motor vehicle whsle .....                            | 9                       | 31 756           | 1 855                    | 364                             | 68  | 3 505                        | 3 251  | 3 395  |
| 42112                        | Motor vehicle supplies & new parts whsle .....                          | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421120                       | Motor vehicle supplies & new parts whsle .....                          | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114                        | Motor vehicle parts, (used) whsle ...                                   | 4                       | 2 621            | 724                      | 189                             | 34  | 1 699                        | 746  | 779  |
| 421140                       | Motor vehicle parts, (used) whsle .                                     | 4                       | 2 621            | 724                      | 189                             | 34  | 1 699                        | 746  | 779  |
| 4212                         | Furniture & home furnishings whsle ...                                  | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42121                        | Furniture whsle .....   | 7                       | 16 351           | 1 756                    | 408                             | 42  | 2 394                        | 1 731  | 1 802  |
| 421210                       | Furniture whsle .....   | 7                       | 16 351           | 1 756                    | 408                             | 42  | 2 394                        | 1 731  | 1 802  |
| 4213                         | Lumber & other construction materials whsle .....                       | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4214                         | Professional & commercial equipment & supplies whsle .....              | 30                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42142                        | Office equipment whsle .....  | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421420                       | Office equipment whsle .....  | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42143                        | Computer & computer peripheral equipment & software whsle .....         | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421430                       | Computer & computer peripheral equipment & software whsle .....         | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42146                        | Ophthalmic goods whsle .....  | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421460                       | Ophthalmic goods whsle .....  | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4216                         | Electrical goods whsle .....  | 19                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42161                        | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421610                       | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42169                        | Other electronic parts & equipment whsle .....                          | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421690                       | Other electronic parts & equipment whsle .....                          | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4217                         | Hardware, & plumbing & heating equipment & supplies whsle .....         | 19                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42171                        | Hardware whsle .....  | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421710                       | Hardware whsle .....  | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42173                        | Warm air heating & air-conditioning equipment & supplies whsle .....    | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421730                       | Warm air heating & air-conditioning equipment & supplies whsle .....    | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42174                        | Refrigeration equipment & supplies whsle .....                          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421740                       | Refrigeration equipment & supplies whsle .....                          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |

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|----------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK, VA (IC)—Con.</b>     |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 421                              | Wholesale trade, durable goods—Con.                                    |                         |                 |                          |                                 |   |                              |  |  |
| 4218                             | Machinery, equipment, & supplies whsle .....                           | 52                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42181                            | Construction & mining (except petroleum) machinery & equip whsle ..... | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421810                           | Construction & mining (except petroleum) machinery & equip whsle ..... | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183                            | Industrial machinery & equipment whsle .....                           | 13                      | 30 967          | 5 447                    | 1 288                           | 190   | 8 260                        | 3 227  | 3 390  |
| 421830                           | Industrial machinery & equipment whsle .....                           | 13                      | 30 967          | 5 447                    | 1 288                           | 190   | 8 260                        | 3 227  | 3 390  |
| 42184                            | Industrial supplies whsle .....  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421840                           | Industrial supplies whsle .....  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218401                          | General-line industrial supplies whsle .....                           | 4                       | 21 056          | 3 924                    | 864                             | 108   | 6 767                        | 2 827  | 3 031  |
| 42185                            | Service establishment equipment & supplies whsle .....                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850                           | Service establishment equipment & supplies whsle .....                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186                            | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 8                       | 35 729          | 5 073                    | 992                             | 174   | 7 478                        | 5 908  | 5 631  |
| 421860                           | Transportation equipment & supplies (exc motor vehicle) whsle .....    | 8                       | 35 729          | 5 073                    | 992                             | 174   | 7 478                        | 5 908  | 5 631  |
| 4218602                          | Marine machinery, equipment, & supplies whsle .....                    | 8                       | 35 729          | 5 073                    | 992                             | 174   | 7 478                        | 5 908  | 5 631  |
| 4219                             | Miscellaneous durable goods whsle ...                                  | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42192                            | Toy & hobby goods & supplies whsle .....                               | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421920                           | Toy & hobby goods & supplies whsle .....                               | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                            | Other miscellaneous durable goods whsle .....                          | 3                       | 8 444           | 1 562                    | 403                             | 52  | 3 570                        | 2 318  | 2 395  |
| 421990                           | Other miscellaneous durable goods whsle .....                          | 3                       | 8 444           | 1 562                    | 403                             | 52  | 3 570                        | 2 318  | 2 395  |
| 422                              | Wholesale trade, nondurable goods .....                                | 89                      | 1 449 775       | 63 693                   | 13 980                          | 1 989   | 139 243                      | 99 713   | 98 040   |
| 4221                             | Paper & paper product whsle .....                                      | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42213                            | Industrial & personal service paper whsle .....                        | 5                       | 57 178          | 6 423                    | 1 501                           | 144   | 10 041                       | 4 559  | 5 042  |
| 422130                           | Industrial & personal service paper whsle .....                        | 5                       | 57 178          | 6 423                    | 1 501                           | 144   | 10 041                       | 4 559  | 5 042  |
| 4223                             | Apparel, piece goods, & notions whsle .                                | 8                       | 29 906          | 3 761                    | 1 067                           | 133   | 8 843                        | 4 043  | 4 033  |
| 42232                            | Men's & boys' clothing & furnishings whsle .....                       | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422320                           | Men's & boys' clothing & furnishings whsle .....                       | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                             | Grocery & related products whsle .....                                 | 28                      | 1 073 483       | 32 251                   | 6 431                           | 941   | 67 170                       | 52 560   | 54 258   |
| 42248                            | Fresh fruit & vegetable whsle .....                                    | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422480                           | Fresh fruit & vegetable whsle .....                                    | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                            | Other grocery & related products whsle .....                           | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422490                           | Other grocery & related products whsle .....                           | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224904                          | Canned goods whsle .....   | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4225                             | Farm-product raw material whsle .....                                  | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4226                             | Chemical & allied products whsle .....                                 | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269                            | Other chemical & allied products whsle .....                           | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690                           | Other chemical & allied products whsle .....                           | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902                          | Other chemical & allied products whsle .....                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                             | Petroleum & petroleum products whsle .....                             | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4228                             | Beer, wine, & distilled alcoholic beverage whsle .....                 | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229                             | Miscellaneous nondurable goods whsle .....                             | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42291                            | Farm supplies whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910                           | Farm supplies whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229102                          | Farm supplies—whsle distributors .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42292                            | Book, periodical, & newspaper whsle .....                              | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422920                           | Book, periodical, & newspaper whsle .....                              | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42293                            | Flower, nursery stock, & florists' supplies whsle .....                | 3                       | 7 895           | 1 044                    | 259                             | 49  | 2 265                        | 264  | 271  |
| 422930                           | Flower, nursery stock, & florists' supplies whsle .....                | 3                       | 7 895           | 1 044                    | 259                             | 49  | 2 265                        | 264  | 271  |

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| NAICS code  | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORFOLK, VA (IC)—Con.</b>                              |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                          |  |                         |                 |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 4229  | Miscellaneous nondurable goods whsle—Con.                              |                         |                 |                          |                                 |   |                              |  |  |
| 42299   | Other miscellaneous nondurable goods whsle .....                       | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990  | Other miscellaneous nondurable goods whsle .....                       | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229904   | Other nondurable goods whsle ..  | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|   |  | <b>37</b>               | <b>374 964</b>  | <b>33 090</b>            | <b>9 520</b>                    | <b>803</b>  | <b>63 987</b>                | <b>13 018</b>                                  | <b>13 149</b>                                  |
| 421   | Wholesale trade, durable goods .....                                   | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle .....             | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42142   | Office equipment whsle .....   | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421420  | Office equipment whsle .....   | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                                 | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....                           | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....                           | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224903   | Soft drinks whsle .....  | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
|   |  | <b>16</b>               | <b>536 189</b>  | <b>12 924</b>            | <b>3 626</b>                    | <b>569</b>  | <b>25 070</b>                | <b>4</b>                                       | <b>4</b>                                       |
| 421   | Wholesale trade, durable goods .....                                   | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle .....        | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                | 10                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                                 | 5                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....                           | 1                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....                           | 1                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224905   | Food & beverage basic materials whsle .....                            | 1                       | D               | D                        | D                               | f   | D                            | D  | D  |
| <b>NORTON, VA (IC)</b>                                    |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>   | <b>15</b>               | <b>174 923</b>  | <b>9 949</b>             | <b>2 442</b>                    | <b>292</b>  | <b>20 116</b>                | <b>29 069</b>                                  | <b>29 643</b>                                  |
| 421   | Wholesale trade, durable goods .....                                   | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle .....                         | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....                           | 7                       | 94 491          | 5 411                    | 1 335                           | 144   | 10 668                       | 26 639   | 26 555   |
| 42181   | Construction & mining (except petroleum) machinery & equip whsle ..... | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421810  | Construction & mining (except petroleum) machinery & equip whsle ..... | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903   | Soft drinks whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226  | Chemical & allied products whsle .....                                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269   | Other chemical & allied products whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690  | Other chemical & allied products whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |  |  |
|   |  | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                                   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle .....                         | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....                           | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|   |  | <b>6</b>                | <b>116 697</b>  | <b>7 149</b>             | <b>1 758</b>                    | <b>213</b>  | <b>13 874</b>                | <b>25 227</b>                                  | <b>25 037</b>                                  |
| 421   | Wholesale trade, durable goods .....                                   | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....                           | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|-----------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>NORTON, VA (IC)—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|                             | <b>Agents, brokers, and commission merchants .....</b>     | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                         | Wholesale trade, durable goods .....                       | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4215                        | Metal & mineral (except petroleum) whsle .....             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>ORANGE, VA</b>           |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                   | <b>Wholesale trade .....</b>                               | <b>5</b>                | <b>16 322</b>   | <b>1 270</b>             | <b>286</b>                      | <b>45</b>   | <b>2 481</b>                 | <b>2 488</b>                                   | <b>2 445</b>                                   |
| 421                         | Wholesale trade, durable goods .....                       | 5                       | 16 322          | 1 270                    | 286                             | 45  | 2 481                        | 2 488  | 2 445  |
| 4218                        | Machinery, equipment, & supplies whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                             | <b>Merchant wholesalers .....</b>                          | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                         | Wholesale trade, durable goods .....                       | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                        | Machinery, equipment, & supplies whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                             | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>PETERSBURG, VA (IC)</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                   | <b>Wholesale trade .....</b>                               | <b>35</b>               | <b>139 155</b>  | <b>16 849</b>            | <b>3 717</b>                    | <b>538</b>  | <b>32 012</b>                | <b>12 737</b>                                  | <b>12 679</b>                                  |
| 421                         | Wholesale trade, durable goods .....                       | 21                      | 79 221          | 9 820                    | 2 312                           | 325   | 19 940                       | 8 840  | 8 638  |
| 4211                        | Motor vehicle & motor vehicle parts & supplies whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                        | Lumber & other construction materials whsle .....          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42131                       | Lumber, plywood, millwork, & wood panel whsle .....        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310                      | Lumber, plywood, millwork, & wood panel whsle .....        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                        | Professional & commercial equipment & supplies whsle ..... | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42146                       | Ophthalmic goods whsle .....                               | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421460                      | Ophthalmic goods whsle .....                               | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                        | Machinery, equipment, & supplies whsle .....               | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42185                       | Service establishment equipment & supplies whsle .....     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421850                      | Service establishment equipment & supplies whsle .....     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218504                     | Other service establishment equipment & supplies whsle ... | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                         | Wholesale trade, nondurable goods .....                    | 14                      | 59 934          | 7 029                    | 1 405                           | 213   | 12 072                       | 3 897  | 4 041  |
| 4224                        | Grocery & related products whsle .....                     | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                       | Other grocery & related products whsle .....               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                      | Other grocery & related products whsle .....               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903                     | Soft drinks whsle .....                                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                             | <b>Merchant wholesalers .....</b>                          | <b>32</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                         | Wholesale trade, durable goods .....                       | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                        | Motor vehicle & motor vehicle parts & supplies whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                        | Lumber & other construction materials whsle .....          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                        | Professional & commercial equipment & supplies whsle ..... | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42146                       | Ophthalmic goods whsle .....                               | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421460                      | Ophthalmic goods whsle .....                               | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422                         | Wholesale trade, nondurable goods .....                    | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
|                             | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                         | Wholesale trade, nondurable goods .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                             | <b>Agents, brokers, and commission merchants .....</b>     | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>POQUOSON, VA (IC)</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                   | <b>Wholesale trade .....</b>                               | <b>11</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                             | <b>Merchant wholesalers .....</b>                          | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                             | <b>Agents, brokers, and commission merchants .....</b>     | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |



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|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>PORTSMOUTH, VA (IC)</b>                                |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>                                    | <b>63</b>               | <b>167 326</b>  | <b>23 643</b>            | <b>5 396</b>                    | <b>712</b>  | <b>44 499</b>                | <b>23 793</b>                                  | <b>25 271</b>                                  |
| 421   | Wholesale trade, durable goods .....                            | 47                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle .....      | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212  | Furniture & home furnishings whsle ...                          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122   | Home furnishings whsle .....                                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421220  | Home furnishings whsle .....                                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle .....               | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle ..... | 8                       | 12 889          | 2 325                    | 553                             | 85  | 4 241                        | 3 080  | 3 092  |
| 4218  | Machinery, equipment, & supplies whsle .....                    | 14                      | 24 846          | 6 862                    | 1 537                           | 178   | 8 681                        | 3 238  | 3 610  |
| 42183   | Industrial machinery & equipment whsle .....                    | 9                       | 18 344          | 5 938                    | 1 311                           | 136   | 6 866                        | 2 587  | 3 119  |
| 421830  | Industrial machinery & equipment whsle .....                    | 9                       | 18 344          | 5 938                    | 1 311                           | 136   | 6 866                        | 2 587  | 3 119  |
| 4218303   | General-purpose industrial machinery & equipment whsle .        | 6                       | 17 673          | 5 842                    | 1 287                           | 131   | 6 702                        | 2 578  | 3 110  |
| 4219  | Miscellaneous durable goods whsle ...                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                         | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223  | Apparel, piece goods, & notions whsle .                         | 4                       | 13 249          | 1 436                    | 383                             | 41  | 3 289                        | 2 577  | 3 857  |
| 4224  | Grocery & related products whsle .....                          | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42244   | Poultry & poultry product whsle .....                           | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422440  | Poultry & poultry product whsle ...                             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |   | <b>57</b>               | <b>141 137</b>  | <b>21 658</b>            | <b>4 854</b>                    | <b>632</b>  | <b>39 176</b>                | <b>22 788</b>                                  | <b>24 130</b>                                  |
| 421   | Wholesale trade, durable goods .....                            | 45                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle .....      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212  | Furniture & home furnishings whsle ...                          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122   | Home furnishings whsle .....                                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421220  | Home furnishings whsle .....                                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle .....               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle ..... | 8                       | 12 889          | 2 325                    | 553                             | 85  | 4 241                        | 3 080  | 3 092  |
| 4218  | Machinery, equipment, & supplies whsle .....                    | 14                      | 24 846          | 6 862                    | 1 537                           | 178   | 8 681                        | 3 238  | 3 610  |
| 42183   | Industrial machinery & equipment whsle .....                    | 9                       | 18 344          | 5 938                    | 1 311                           | 136   | 6 866                        | 2 587  | 3 119  |
| 421830  | Industrial machinery & equipment whsle .....                    | 9                       | 18 344          | 5 938                    | 1 311                           | 136   | 6 866                        | 2 587  | 3 119  |
| 4218303   | General-purpose industrial machinery & equipment whsle .        | 6                       | 17 673          | 5 842                    | 1 287                           | 131   | 6 702                        | 2 578  | 3 110  |
| 4219  | Miscellaneous durable goods whsle ...                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                         | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223  | Apparel, piece goods, & notions whsle .                         | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                          | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42244   | Poultry & poultry product whsle .....                           | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422440  | Poultry & poultry product whsle ...                             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |   | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422   | Wholesale trade, nondurable goods .....                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants .....</b>    |   | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code              | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|-------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>PULASKI, VA</b>      |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>               | <b>Wholesale trade .....</b>                             | <b>9</b>                | <b>84 388</b>   | <b>4 172</b>             | <b>970</b>                      | <b>146</b>  | <b>11 463</b>                | <b>2 143</b>                                   | <b>2 214</b>                                   |
| 422                     | Wholesale trade, nondurable goods .....                  | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                    | Petroleum & petroleum products                           |                         |                 |                          |                                 |   |                              |  |  |
| 42271                   | whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                         | Petroleum bulk stations & terminals ..                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                    | Miscellaneous nondurable goods                           |                         |                 |                          |                                 |   |                              |  |  |
| 42299                   | whsle .....  | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                         | Other miscellaneous nondurable                           |                         |                 |                          |                                 |   |                              |  |  |
|                         | goods whsle .....  | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                         | <b>Merchant wholesalers .....</b>                        | <b>7</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                     | Wholesale trade, nondurable goods .....                  | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                    | Petroleum & petroleum products                           |                         |                 |                          |                                 |   |                              |  |  |
|                         | whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                         | <b>Manufacturers' sales</b>                              |                         |                 |                          |                                 |   |                              |  |  |
|                         | <b>branches and sales offices ..</b>                     | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                         | <b>Agents, brokers, and</b>                              |                         |                 |                          |                                 |   |                              |  |  |
|                         | <b>commission merchants .....</b>                        | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                     | Wholesale trade, nondurable goods .....                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229                    | Miscellaneous nondurable goods                           |                         |                 |                          |                                 |   |                              |  |  |
| 42299                   | whsle .....  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                         | Other miscellaneous nondurable                           |                         |                 |                          |                                 |   |                              |  |  |
|                         | goods whsle .....  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>RADFORD, VA (IC)</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>               | <b>Wholesale trade .....</b>                             | <b>8</b>                | <b>51 701</b>   | <b>3 290</b>             | <b>803</b>                      | <b>296</b>  | <b>7 046</b>                 | <b>1 406</b>                                   | <b>1 504</b>                                   |
| 422                     | Wholesale trade, nondurable goods .....                  | 7                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                    | Grocery & related products whsle .....                   | 3                       | 7 186           | 1 429                    | 274                             | 155   | 2 482                        | 111  | 187  |
| 4229                    | Miscellaneous nondurable goods                           |                         |                 |                          |                                 |   |                              |  |  |
|                         | whsle .....  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                         | <b>Merchant wholesalers .....</b>                        | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                     | Wholesale trade, nondurable goods .....                  | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229                    | Miscellaneous nondurable goods                           |                         |                 |                          |                                 |   |                              |  |  |
|                         | whsle .....  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                         | <b>Manufacturers' sales</b>                              |                         |                 |                          |                                 |   |                              |  |  |
|                         | <b>branches and sales offices ..</b>                     | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>RICHLANDS, VA</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>               | <b>Wholesale trade .....</b>                             | <b>6</b>                | <b>7 808</b>    | <b>1 082</b>             | <b>258</b>                      | <b>70</b>   | <b>2 010</b>                 | <b>855</b>                                     | <b>974</b>                                     |
| 421                     | Wholesale trade, durable goods .....                     | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                    | Machinery, equipment, & supplies                         |                         |                 |                          |                                 |   |                              |  |  |
|                         | whsle .....  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                         | <b>Merchant wholesalers .....</b>                        | <b>6</b>                | <b>7 808</b>    | <b>1 082</b>             | <b>258</b>                      | <b>70</b>   | <b>2 010</b>                 | <b>855</b>                                     | <b>974</b>                                     |
| 421                     | Wholesale trade, durable goods .....                     | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                    | Machinery, equipment, & supplies                         |                         |                 |                          |                                 |   |                              |  |  |
|                         | whsle .....  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code               | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|--------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>RICHMOND, VA (IC)</b> |   |                         |                  |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                | <b>Wholesale trade .....</b>  | <b>464</b>              | <b>5 979 460</b> | <b>283 523</b>           | <b>68 245</b>                   | <b>7 572</b>  | <b>538 964</b>               | <b>321 335</b>                     | <b>429 864</b>                     |
| 421                      | Wholesale trade, durable goods .....                                    | 322                     | 3 060 181        | 190 563                  | 46 167                          | 5 017   | 329 749                      | 157 048                            | 174 721                            |
| 4211                     | Motor vehicle & motor vehicle parts & supplies whsle.....               | 48                      | 266 762          | 17 698                   | 5 257                           | 689   | 30 320                       | 22 866                             | 39 023                             |
| 42111                    | Automobile & other motor vehicle whsle .....                            | 15                      | 190 868          | 10 714                   | 3 402                           | 411   | 17 770                       | 13 210                             | 28 558                             |
| 421110                   | Automobile & other motor vehicle whsle .....                            | 15                      | 190 868          | 10 714                   | 3 402                           | 411   | 17 770                       | 13 210                             | 28 558                             |
| 4211105                  | Heavy truck & tractor (over 26,000 lb) whsle .....                      | 9                       | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42112                    | Motor vehicle supplies & new parts whsle .....                          | 25                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421120                   | Motor vehicle supplies & new parts whsle .....                          | 25                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211201                  | Motor vehicle supplies & new parts—warehouse distributors .             | 17                      | 53 562           | 2 859                    | 663                             | 131   | 5 972                        | 7 343                              | 7 842                              |
| 42114                    | Motor vehicle parts, (used) whsle ...                                   | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421140                   | Motor vehicle parts, (used) whsle .                                     | 5                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212                     | Furniture & home furnishings whsle ...                                  | 18                      | 81 193           | 9 540                    | 2 232                           | 259   | 17 904                       | 4 179                              | 4 912                              |
| 42121                    | Furniture whsle .....   | 12                      | 76 499           | 9 263                    | 2 164                           | 234   | 17 297                       | 3 657                              | 4 371                              |
| 421210                   | Furniture whsle .....   | 12                      | 76 499           | 9 263                    | 2 164                           | 234   | 17 297                       | 3 657                              | 4 371                              |
| 4212102                  | Office & business furniture whsle .....                                 | 6                       | 73 139           | 8 809                    | 2 060                           | 212   | 16 688                       | 3 541                              | 3 911                              |
| 4213                     | Lumber & other construction materials whsle .....                       | 9                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42131                    | Lumber, plywood, millwork, & wood panel whsle .....                     | 7                       | 29 635           | 2 624                    | 547                             | 97  | 5 301                        | 3 647                              | 3 939                              |
| 421310                   | Lumber, plywood, millwork, & wood panel whsle .....                     | 7                       | 29 635           | 2 624                    | 547                             | 97  | 5 301                        | 3 647                              | 3 939                              |
| 42139                    | Other construction materials whsle ..                                   | 2                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421390                   | Other construction materials whsle ..                                   | 2                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4213901                  | Flat glass & other construction glass whsle .....                       | 1                       | D                | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4214                     | Professional & commercial equipment & supplies whsle.....               | 56                      | 291 676          | 25 806                   | 6 185                           | 672   | 45 854                       | 17 286                             | 18 444                             |
| 42143                    | Computer & computer peripheral equipment & software whsle.....          | 16                      | 77 070           | 7 901                    | 1 905                           | 164   | 13 985                       | 3 075                              | 2 552                              |
| 421430                   | Computer & computer peripheral equipment & software whsle.....          | 16                      | 77 070           | 7 901                    | 1 905                           | 164   | 13 985                       | 3 075                              | 2 552                              |
| 4214301                  | Computer & peripheral equipment whsle.....                              | 15                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42143012                 | Computers & peripheral equipment for end use.....                       | 13                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42144                    | Other commercial equipment whsle .                                      | 12                      | 21 169           | 4 204                    | 1 019                           | 156   | 7 702                        | 2 398                              | 2 478                              |
| 421440                   | Other commercial equipment whsle .....                                  | 12                      | 21 169           | 4 204                    | 1 019                           | 156   | 7 702                        | 2 398                              | 2 478                              |
| 4214402                  | Store machines & equipment whsle .....                                  | 7                       | 13 241           | 3 372                    | 826                             | 115   | 6 166                        | 1 504                              | 1 557                              |
| 42145                    | Medical, dental, & hospital equipment & supplies whsle .....            | 16                      | 172 721          | 8 758                    | 2 008                           | 206   | 15 746                       | 9 576                              | 11 320                             |
| 421450                   | Medical, dental, & hospital equipment & supplies whsle .....            | 16                      | 172 721          | 8 758                    | 2 008                           | 206   | 15 746                       | 9 576                              | 11 320                             |
| 4214501                  | Surgical, medical, & hospital supplies whsle.....                       | 15                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215                     | Metal & mineral (except petroleum) whsle .....                          | 8                       | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42151                    | Metal service centers & offices .....                                   | 4                       | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421510                   | Metal service centers & offices ...                                     | 4                       | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4215102                  | Nonferrous metal service centers & sales offices .....                  | 1                       | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42151021                 | Nonferrous metal service centers .....                                  | 1                       | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42152                    | Coal & other mineral & ore whsle ...                                    | 4                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421520                   | Coal & other mineral & ore whsle .                                      | 4                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4215201                  | Coal whsle .....  | 4                       | D                | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4216                     | Electrical goods whsle .....  | 33                      | 267 155          | 23 356                   | 5 735                           | 568   | 36 963                       | 19 240                             | 21 571                             |
| 42161                    | Electrical apparatus & equip, wiring supp. & const material whsle ..... | 20                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421610                   | Electrical apparatus & equip, wiring supp. & const material whsle ..... | 20                      | D                | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42169                    | Other electronic parts & equipment whsle .....                          | 10                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421690                   | Other electronic parts & equipment whsle .....                          | 10                      | D                | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4216901                  | Communications equipment & supplies whsle.....                          | 8                       | D                | D                        | D                               | c   | D                            | D                                  | D                                  |

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|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>42</b>  | <b>RICHMOND, VA (IC)—Con.</b>  |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | <b>Wholesale trade—Con.</b>  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421        | Wholesale trade, durable goods—Con.  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .        | 34                      | 196 817         | 22 848                   | 5 528                           | 743   | 39 183                       | 30 000                             | 29 831                             |
| 42171      | Hardware whsle . . . . .   | 10                      | 63 560          | 8 896                    | 2 151                           | 319   | 13 898                       | 10 128                             | 10 605                             |
| 421710     | Hardware whsle . . . . .   | 10                      | 63 560          | 8 896                    | 2 151                           | 319   | 13 898                       | 10 128                             | 10 605                             |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .        | 8                       | 47 759          | 5 112                    | 1 545                           | 223   | 8 481                        | 7 792                              | 8 470                              |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .        | 8                       | 47 759          | 5 112                    | 1 545                           | 223   | 8 481                        | 7 792                              | 8 470                              |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .   | 16                      | 85 498          | 8 840                    | 1 832                           | 201   | 16 804                       | 12 080                             | 10 756                             |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .   | 16                      | 85 498          | 8 840                    | 1 832                           | 201   | 16 804                       | 12 080                             | 10 756                             |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                           | 80                      | 565 882         | 44 333                   | 10 187                          | 1 195   | 75 447                       | 34 044                             | 35 509                             |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                        | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                        | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                    | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183      | Industrial machinery & equipment whsle . . . . .                           | 38                      | 152 849         | 19 810                   | 4 600                           | 542   | 30 276                       | 13 007                             | 13 475                             |
| 421830     | Industrial machinery & equipment whsle . . . . .                           | 38                      | 152 849         | 19 810                   | 4 600                           | 542   | 30 276                       | 13 007                             | 13 475                             |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .  | 6                       | 12 578          | 1 769                    | 397                             | 45  | 2 837                        | 761                                | 733                                |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .           | 12                      | 66 530          | 5 636                    | 1 152                           | 137   | 8 897                        | 3 276                              | 3 466                              |
| 4218305    | Materials handling equipment whsle . . . . .                               | 10                      | 52 032          | 10 394                   | 2 606                           | 293   | 14 745                       | 7 231                              | 7 024                              |
| 42184      | Industrial supplies whsle . . . . .  | 19                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421840     | Industrial supplies whsle . . . . .  | 19                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4218406    | Other industrial supplies whsle . . . . .                                  | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42185      | Service establishment equipment & supplies whsle . . . . .                 | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421850     | Service establishment equipment & supplies whsle . . . . .                 | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218502    | Custodial, janitors' equipment & supplies whsle . . . . .                  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219       | Miscellaneous durable goods whsle . . . . .                                | 36                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42193      | Recyclable material whsle . . . . .  | 14                      | 122 393         | 11 381                   | 2 925                           | 333   | 25 641                       | 2 280                              | 3 548                              |
| 421930     | Recyclable material whsle . . . . .  | 14                      | 122 393         | 11 381                   | 2 925                           | 333   | 25 641                       | 2 280                              | 3 548                              |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                          | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . . | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219302    | Recyclable paper & paperboard whsle . . . . .                              | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219303    | Other recyclable material whsle . . . . .                                  | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                          | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                          | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219905    | Fire extinguishers & fire safety equipment whsle . . . . .                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods . . . . .                                | 142                     | 2 919 279       | 92 960                   | 22 078                          | 2 555   | 209 215                      | 164 287                            | 255 143                            |
| 4221       | Paper & paper product whsle . . . . .                                      | 21                      | 129 937         | 9 290                    | 2 333                           | 224   | 15 648                       | 5 026                              | 5 544                              |
| 42211      | Printing & writing paper whsle . . . . .                                   | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422110     | Printing & writing paper whsle . . . . .                                   | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42212      | Stationery & office supplies whsle . . . . .                               | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422120     | Stationery & office supplies whsle . . . . .                               | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224       | Grocery & related products whsle . . . . .                                 | 41                      | 396 567         | 28 888                   | 6 419                           | 1 012   | 62 595                       | 17 598                             | 20 223                             |
| 42243      | Dairy products, (except dried or canned) whsle . . . . .                   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422430     | Dairy products, (except dried or canned) whsle . . . . .                   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224302    | Dairy product (except raw milk) whsle . . . . .                            | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42245      | Confectionery whsle . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422450     | Confectionery whsle . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42246      | Fish & seafood whsle . . . . .   | 4                       | 16 696          | 1 966                    | 449                             | 72  | 3 211                        | 554                                | 553                                |
| 422460     | Fish & seafood whsle . . . . .   | 4                       | 16 696          | 1 966                    | 449                             | 72  | 3 211                        | 554                                | 553                                |
| 42249      | Other grocery & related products whsle . . . . .                           | 12                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422490     | Other grocery & related products whsle . . . . .                           | 12                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224903    | Soft drinks whsle . . . . .  | 5                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>RICHMOND, VA (IC)—Con.</b>                                       |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                  |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                              |                         |                  |                          |                                 |   |                              |  |  |
| 4225       | Farm-product raw material whsle . . . . .                           | 7                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42259      | Other farm product raw material whsle . . . . .                     | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 422590     | Other farm product raw material whsle . . . . .                     | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4225902    | Leaf tobacco whsle . . . . .  | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle . . . . .                          | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                      | 19                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                       | 17                      | 843 774          | 8 602                    | 2 309                           | 209   | 29 624                       | 46 324   | 46 258   |
| 422710     | Petroleum bulk stations & terminals . . . . .                       | 17                      | 843 774          | 8 602                    | 2 309                           | 209   | 29 624                       | 46 324   | 46 258   |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .           | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                       | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42271012   | Petroleum bulk terminals (except LP) . . . . .                      | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227102    | Liquefied petroleum bulk stations & terminals . . . . .             | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42282      | Wine & distilled alcoholic beverage whsle . . . . .                 | 7                       | 107 985          | 4 488                    | 1 000                           | 136   | 7 179                        | 5 889  | 6 311  |
| 422820     | Wine & distilled alcoholic beverage whsle . . . . .                 | 7                       | 107 985          | 4 488                    | 1 000                           | 136   | 7 179                        | 5 889  | 6 311  |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle . . . . . | 7                       | 107 985          | 4 488                    | 1 000                           | 136   | 7 179                        | 5 889  | 6 311  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                      | 28                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42291      | Farm supplies whsle . . . . .                                       | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422910     | Farm supplies whsle . . . . .                                       | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229102    | Farm supplies—whsle distributors . . . . .                          | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42294      | Tobacco & tobacco product whsle . . . . .                           | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422940     | Tobacco & tobacco product whsle . . . . .                           | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42295      | Paint, varnish, & supplies whsle . . . . .                          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422950     | Paint, varnish, & supplies whsle . . . . .                          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229501    | Paint, varnish, & supplies whsle . . . . .                          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                               | <b>373</b>              | <b>3 318 251</b> | <b>229 075</b>           | <b>55 064</b>                   | <b>6 215</b>  | <b>419 067</b>               | <b>271 448</b>                                 | <b>370 705</b>                                 |
| 421        | Wholesale trade, durable goods . . . . .                            | 267                     | 1 799 867        | 168 432                  | 40 772                          | 4 552   | 288 800                      | 140 236  | 148 977  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 42                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle . . . . .                    | 12                      | 141 367          | 8 218                    | 2 778                           | 301   | 13 781                       | 11 951   | 24 229   |
| 421110     | Automobile & other motor vehicle whsle . . . . .                    | 12                      | 141 367          | 8 218                    | 2 778                           | 301   | 13 781                       | 11 951   | 24 229   |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle . . . . .              | 7                       | 124 206          | 7 317                    | 2 587                           | 268   | 11 428                       | 10 684   | 22 907   |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                  | 22                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                  | 22                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors . . . . . | 15                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle . . . . .                         | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle . . . . .                         | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle . . . . .                        | 15                      | 78 505           | 9 483                    | 2 217                           | 255   | 17 822                       | 4 179  | 4 912  |
| 42121      | Furniture whsle . . . . .   | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421210     | Furniture whsle . . . . .   | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212102    | Office & business furniture whsle . . . . .                         | 6                       | 73 139           | 8 809                    | 2 060                           | 212   | 16 688                       | 3 541  | 3 911  |
| 4213       | Lumber & other construction materials whsle . . . . .               | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .      | 46                      | 196 297          | 21 386                   | 5 275                           | 619   | 37 693                       | 15 807   | 17 150   |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . . | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . . | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                     | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .              | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle . . . . .                          | 12                      | 21 169           | 4 204                    | 1 019                           | 156   | 7 702                        | 2 398  | 2 478  |
| 421440     | Other commercial equipment whsle . . . . .                          | 12                      | 21 169           | 4 204                    | 1 019                           | 156   | 7 702                        | 2 398  | 2 478  |
| 4214402    | Store machines & equipment whsle . . . . .                          | 7                       | 13 241           | 3 372                    | 826                             | 115   | 6 166                        | 1 504  | 1 557  |

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| NAICS code | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
|            | <b>RICHMOND, VA (IC)—Con.</b>   |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | <b>Merchant wholesalers—Con.</b>  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4214       | Professional & commercial equipment & supplies whsle—Con.                   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 10                      | 95 075          | 6 650                    | 1 646                           | 175   | 11 681                       | 9 570                              | 11 317                             |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 10                      | 95 075          | 6 650                    | 1 646                           | 175   | 11 681                       | 9 570                              | 11 317                             |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | 6                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42151      | Metal service centers & offices . . . . .                                   | 3                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421510     | Metal service centers & offices . . . . .                                   | 3                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4215102    | Nonferrous metal service centers & sales offices . . . . .                  | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42151021   | Nonferrous metal service centers . . . . .                                  | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42152      | Coal & other mineral & ore whsle . . . . .                                  | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421520     | Coal & other mineral & ore whsle . . . . .                                  | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4216       | Electrical goods whsle . . . . .  | 25                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 16                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 16                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 27                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 42171      | Hardware whsle . . . . .  | 8                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421710     | Hardware whsle . . . . .  | 8                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 67                      | 517 240         | 41 361                   | 9 471                           | 1 124   | 69 452                       | 31 545                             | 32 432                             |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                     | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 29                      | 122 653         | 18 694                   | 4 341                           | 514   | 28 222                       | 12 811                             | 12 699                             |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 29                      | 122 653         | 18 694                   | 4 341                           | 514   | 28 222                       | 12 811                             | 12 699                             |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | 9                       | 45 583          | 5 234                    | 1 073                           | 126   | 8 082                        | 3 276                              | 3 026                              |
| 4218305    | Materials handling equipment whsle . . . . .                                | 10                      | 52 032          | 10 394                   | 2 606                           | 293   | 14 745                       | 7 231                              | 7 024                              |
| 42184      | Industrial supplies whsle . . . . .   | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421840     | Industrial supplies whsle . . . . .   | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218406    | Other industrial supplies whsle . . . . .                                   | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218502    | Custodial, janitors' equipment & supplies whsle . . . . .                   | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | 34                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42193      | Recyclable material whsle . . . . .   | 14                      | 122 393         | 11 381                   | 2 925                           | 333   | 25 641                       | 2 280                              | 3 548                              |
| 421930     | Recyclable material whsle . . . . .   | 14                      | 122 393         | 11 381                   | 2 925                           | 333   | 25 641                       | 2 280                              | 3 548                              |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                           | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219302    | Recyclable paper & paperboard whsle . . . . .                               | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219303    | Other recyclable material whsle . . . . .                                   | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219905    | Fire extinguishers & fire safety equipment whsle . . . . .                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

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|--|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>RICHMOND, VA (IC)—Con.</b>                                    |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                                 |   |                         |                  |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                           | 106                     | 1 518 384        | 60 643                   | 14 292                          | 1 663   | 130 267                      | 131 212  | 221 728  |
| 4221   | Paper & paper product whsle . . . . .                               | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42211  | Printing & writing paper whsle . . . . .                            | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422110   | Printing & writing paper whsle . . . . .                            | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . . .                          | 32                      | 234 412          | 13 766                   | 3 068                           | 565   | 29 726                       | 14 930   | 18 317   |
| 42243  | Dairy products, (except dried or canned) whsle . . . . .            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422430   | Dairy products, (except dried or canned) whsle . . . . .            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224302  | Dairy product (except raw milk) whsle . . . . .                     | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42245  | Confectionery whsle . . . . .                                       | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422450   | Confectionery whsle . . . . .                                       | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42246  | Fish & seafood whsle . . . . .                                      | 4                       | 16 696           | 1 966                    | 449                             | 72  | 3 211                        | 554  | 553  |
| 422460   | Fish & seafood whsle . . . . .                                      | 4                       | 16 696           | 1 966                    | 449                             | 72  | 3 211                        | 554  | 553  |
| 42249  | Other grocery & related products whsle . . . . .                    | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422490   | Other grocery & related products whsle . . . . .                    | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4225   | Farm-product raw material whsle . . . . .                           | 7                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42259  | Other farm product raw material whsle . . . . .                     | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 422590   | Other farm product raw material whsle . . . . .                     | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4225902  | Leaf tobacco whsle . . . . .  | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . . .                          | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                      | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals . . . . .                       | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals . . . . .                       | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227101  | Petroleum bulk stations & terminals (except LP) . . . . .           | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                       | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4227102  | Liquefied petroleum bulk stations & terminals . . . . .             | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                      | 22                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42291  | Farm supplies whsle . . . . .                                       | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422910   | Farm supplies whsle . . . . .                                       | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229102  | Farm supplies—whsle distributors . . . . .                          | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . . . . .</b> |   | <b>55</b>               | <b>2 435 664</b> | <b>49 383</b>            | <b>11 931</b>                   | <b>1 177</b>  | <b>110 662</b>               | <b>49 252</b>                                  | <b>58 638</b>                                  |
| 421  | Wholesale trade, durable goods . . . . .                            | 29                      | 1 108 707        | 18 692                   | 4 558                           | 342   | 34 185                       | 16 308   | 25 275   |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42111  | Automobile & other motor vehicle whsle . . . . .                    | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421110   | Automobile & other motor vehicle whsle . . . . .                    | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4215   | Metal & mineral (except petroleum) whsle . . . . .                  | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42152  | Coal & other mineral & ore whsle . . . . .                          | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421520   | Coal & other mineral & ore whsle . . . . .                          | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4215201  | Coal whsle . . . . .  | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4216   | Electrical goods whsle . . . . .                                    | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42169  | Other electronic parts & equipment whsle . . . . .                  | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421690   | Other electronic parts & equipment whsle . . . . .                  | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whsle . . . . . | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                    | 7                       | 31 528           | 1 683                    | 386                             | 35  | 3 767                        | 2 049  | 2 686  |
| 42183  | Industrial machinery & equipment whsle . . . . .                    | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421830   | Industrial machinery & equipment whsle . . . . .                    | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code  | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>RICHMOND, VA (IC)—Con.</b>                               |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>Manufacturers' sales branches and sales offices—Con.</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods . . . .                           | 26                      | 1 326 957        | 30 691                   | 7 373                           | 835   | 76 477                       | 32 944   | 33 363   |
| 4221  | Paper & paper product whsle . . . . .                               | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224  | Grocery & related products whsle . . . .                            | 7                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle . . . . .                    | 4                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle . . . . .                    | 4                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4224903   | Soft drinks whsle . . . . .   | 3                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products whsle . . . . .                      | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271   | Petroleum bulk stations & terminals . . . . .                       | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422710  | Petroleum bulk stations & terminals . . . . .                       | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227101   | Petroleum bulk stations & terminals (except LP) . . . . .           | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42271012  | Petroleum bulk terminals (except LP) . . . . .                      | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle . . . . .                      | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . . .</b>  |   |                         |                  |                          |                                 |   |                              |  |  |
|   |   | <b>36</b>               | <b>225 545</b>   | <b>5 065</b>             | <b>1 250</b>                    | <b>180</b>  | <b>9 235</b>                 | <b>635</b>                                     | <b>521</b>                                     |
| 421   | Wholesale trade, durable goods . . . . .                            | 26                      | 151 607          | 3 439                    | 837                             | 123   | 6 764                        | 504  | 469  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle . . . . .                    | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle . . . . .                    | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle . . . . .               | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42139   | Other construction materials whsle . . . . .                        | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421390  | Other construction materials whsle . . . . .                        | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4213901   | Flat glass & other construction glass whsle . . . . .               | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle . . . . .      | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42145   | Medical, dental, & hospital equipment & supplies whsle . . . . .    | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421450  | Medical, dental, & hospital equipment & supplies whsle . . . . .    | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214501   | Surgical, medical, & hospital supplies whsle . . . . .              | 5                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle . . . . .                    | 6                       | 17 114           | 1 289                    | 330                             | 36  | 2 228                        | 450  | 391  |
| 42183   | Industrial machinery & equipment whsle . . . . .                    | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421830  | Industrial machinery & equipment whsle . . . . .                    | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . .                           | 10                      | 73 938           | 1 626                    | 413                             | 57  | 2 471                        | 131  | 52   |
| 4224  | Grocery & related products whsle . . . .                            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42249   | Other grocery & related products whsle . . . . .                    | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422490  | Other grocery & related products whsle . . . . .                    | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4228  | Beer, wine, & distilled alcoholic beverage whsle . . . . .          | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42282   | Wine & distilled alcoholic beverage whsle . . . . .                 | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422820  | Wine & distilled alcoholic beverage whsle . . . . .                 | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4228201   | Wine & distilled alcoholic bev (licensed operation) whsle . . . . . | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| <b>ROANOKE, VA (IC)</b>                                     |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade . . . . .</b>                                    | <b>299</b>              | <b>1 292 718</b> | <b>121 046</b>           | <b>29 159</b>                   | <b>3 768</b>  | <b>229 900</b>               | <b>126 731</b>                                 | <b>135 321</b>                                 |
| 421   | Wholesale trade, durable goods . . . . .                            | 227                     | 806 518          | 94 479                   | 23 084                          | 2 815   | 178 444                      | 107 087  | 115 134  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 23                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42112   | Motor vehicle supplies & new parts whsle . . . . .                  | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421120  | Motor vehicle supplies & new parts whsle . . . . .                  | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211201   | Motor vehicle supplies & new parts—warehouse distributors . . . . . | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211202   | Motor vehicle supplies & new parts—jobbers . . . . .                | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114   | Motor vehicle parts, (used) whsle . . . . .                         | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140  | Motor vehicle parts, (used) whsle . . . . .                         | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212  | Furniture & home furnishings whsle . . . . .                        | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42121   | Furniture whsle . . . . .   | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421210  | Furniture whsle . . . . .   | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102   | Office & business furniture whsle . . . . .                         | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |



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|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>42</b>  | <b>ROANOKE, VA (IC)—Con.</b>                             |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | <b>Wholesale trade—Con.</b>                              |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421        | Wholesale trade, durable goods—Con.                      |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4213       | Lumber & other construction materials                    |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | whsle .....  | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42131      | Lumber, plywood, millwork, & wood                        |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | panel whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421310     | Lumber, plywood, millwork, &                             |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | wood panel whsle .....                                   | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214       | Professional & commercial equipment                      |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | & supplies whsle .....                                   | 39                      | 179 342         | 26 917                   | 7 023                           | 668   | 54 428                       | 15 792                             | 21 439                             |
| 42142      | Office equipment whsle .....                             | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421420     | Office equipment whsle .....                             | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42143      | Computer & computer peripheral                           |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | equipment & software whsle .....                         | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421430     | Computer & computer peripheral                           |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | equipment & software whsle .....                         | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214301    | Computer & peripheral                                    |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | equipment whsle .....                                    | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42143012   | Computers & peripheral                                   |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | equipment for end use .....                              | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42145      | Medical, dental, & hospital                              |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | equipment & supplies whsle .....                         | 6                       | 26 883          | 3 019                    | 856                             | 65  | 4 657                        | 3 280                              | 2 583                              |
| 421450     | Medical, dental, & hospital                              |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | equipment & supplies whsle .....                         | 6                       | 26 883          | 3 019                    | 856                             | 65  | 4 657                        | 3 280                              | 2 583                              |
| 4214501    | Surgical, medical, & hospital                            |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | supplies whsle .....                                     | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42146      | Ophthalmic goods whsle .....                             | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421460     | Ophthalmic goods whsle .....                             | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4215       | Metal & mineral (except petroleum)                       |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | whsle .....  | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151      | Metal service centers & offices .....                    | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421510     | Metal service centers & offices .....                    | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4215101    | Ferrous metal service centers &                          |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | sales offices .....                                      | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42151011   | Ferrous metal service                                    |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | centers .....  | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4216       | Electrical goods whsle .....                             | 37                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42161      | Electrical apparatus & equip, wiring                     |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | supp, & const material whsle .....                       | 17                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421610     | Electrical apparatus & equip,                            |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | wiring supp, & const material                            | 17                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|            | whsle .....  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42162      | Electrical appliance, television &                       |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | radio set whsle .....                                    | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42169      | Other electronic parts & equipment                       |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | whsle .....  | 17                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421690     | Other electronic parts & equipment                       |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | whsle .....  | 17                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4217       | Hardware, & plumbing & heating                           |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | equipment & supplies whsle .....                         | 24                      | 86 640          | 10 431                   | 2 695                           | 324   | 20 136                       | 16 509                             | 16 020                             |
| 42171      | Hardware whsle .....                                     | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421710     | Hardware whsle .....                                     | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42173      | Warm air heating & air-conditioning                      |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | equipment & supplies whsle .....                         | 9                       | 36 200          | 4 103                    | 924                             | 86  | 6 708                        | 6 750                              | 6 198                              |
| 421730     | Warm air heating & air-                                  |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | conditioning equipment &                                 | 9                       | 36 200          | 4 103                    | 924                             | 86  | 6 708                        | 6 750                              | 6 198                              |
|            | supplies whsle .....                                     |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4218       | Machinery, equipment, & supplies                         |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | whsle .....  | 61                      | 151 795         | 19 029                   | 4 633                           | 567   | 34 889                       | 17 318                             | 19 423                             |
| 42183      | Industrial machinery & equipment                         |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | whsle .....  | 21                      | 66 589          | 8 634                    | 2 162                           | 250   | 15 800                       | 9 014                              | 9 216                              |
| 421830     | Industrial machinery & equipment                         |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | whsle .....  | 21                      | 66 589          | 8 634                    | 2 162                           | 250   | 15 800                       | 9 014                              | 9 216                              |
| 4218303    | General-purpose industrial                               |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | machinery & equipment whsle .....                        | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218305    | Materials handling equipment                             |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | whsle .....  | 4                       | 21 396          | 3 254                    | 913                             | 92  | 5 720                        | 2 533                              | 2 527                              |
| 42184      | Industrial supplies whsle .....                          | 21                      | 46 844          | 4 360                    | 993                             | 152   | 8 441                        | 3 593                              | 4 861                              |
| 421840     | Industrial supplies whsle .....                          | 21                      | 46 844          | 4 360                    | 993                             | 152   | 8 441                        | 3 593                              | 4 861                              |
| 4218402    | Mechanical power transmission                            |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | supplies whsle .....                                     | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42185      | Service establishment equipment &                        |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | supplies whsle .....                                     | 8                       | 8 033           | 1 172                    | 282                             | 46  | 2 480                        | 1 419                              | 1 217                              |
| 421850     | Service establishment equipment                          |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | & supplies whsle .....                                   | 8                       | 8 033           | 1 172                    | 282                             | 46  | 2 480                        | 1 419                              | 1 217                              |
| 4219       | Miscellaneous durable goods whsle ...                    | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42193      | Recyclable material whsle .....                          | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421930     | Recyclable material whsle .....                          | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219301    | Iron & steel scrap processors &                          |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | dealers .....  | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219303    | Other recyclable material whsle .....                    | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199      | Other miscellaneous durable goods                        |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | whsle .....  | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable                              |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | goods whsle .....  | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                            | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---------------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>ROANOKE, VA (IC)—Con.</b>          |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42 Wholesale trade—Con.</b>        |   |                         |                 |                          |                                 |   |                              |  |  |
| 422                                   | Wholesale trade, nondurable goods . . . .                                   | 72                      | 486 200         | 26 567                   | 6 075                           | 953   | 51 456                       | 19 644   | 20 187   |
| 4221                                  | Paper & paper product whsle . . . . .                                       | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42212                                 | Stationery & office supplies whsle . . .                                    | 10                      | 29 549          | 4 809                    | 1 074                           | 136   | 8 858                        | 1 168  | 1 225  |
| 422120                                | Stationery & office supplies whsle . .                                      | 10                      | 29 549          | 4 809                    | 1 074                           | 136   | 8 858                        | 1 168  | 1 225  |
| 42213                                 | Industrial & personal service paper whsle . . . . .                         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422130                                | Industrial & personal service paper whsle . . . . .                         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                                  | Grocery & related products whsle . . . .                                    | 24                      | 169 977         | 7 634                    | 1 775                           | 351   | 12 294                       | 1 004  | 1 240  |
| 42241                                 | General-line grocery whsle . . . . .  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422410                                | General-line grocery whsle . . . . .  | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224103                               | Other general-line grocery whsle . . . . .                                  | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                                 | Other grocery & related products whsle . . . . .                            | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490                                | Other grocery & related products whsle . . . . .                            | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224902                               | Bread & baked goods whsle . . . . .   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226                                  | Chemical & allied products whsle . . . .                                    | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42269                                 | Other chemical & allied products whsle . . . . .                            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690                                | Other chemical & allied products whsle . . . . .                            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902                               | Other chemical & allied products whsle . . . . .                            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                                  | Petroleum & petroleum products whsle . . . . .                              | 4                       | D               | D                        | D                               | D   | D                            | D  | D  |
| 42271                                 | Petroleum bulk stations & terminals . . . . .                               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                                | Petroleum bulk stations & terminals . . . . .                               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                               | Petroleum bulk stations & terminals (except LP) . . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                                  | Miscellaneous nondurable goods whsle . . . . .                              | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42299                                 | Other miscellaneous nondurable goods whsle . . . . .                        | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990                                | Other miscellaneous nondurable goods whsle . . . . .                        | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229904                               | Other nondurable goods whsle . . . . .                                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers . . . . .</b> |   | <b>241</b>              | <b>796 477</b>  | <b>100 188</b>           | <b>23 639</b>                   | <b>3 229</b>  | <b>189 085</b>               | <b>115 417</b>                                 | <b>123 116</b>                                 |
| 421                                   | Wholesale trade, durable goods . . . . .                                    | 189                     | 616 043         | 80 857                   | 19 246                          | 2 574   | 151 974                      | 97 638   | 104 892  |
| 4211                                  | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 22                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42112                                 | Motor vehicle supplies & new parts whsle . . . . .                          | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421120                                | Motor vehicle supplies & new parts whsle . . . . .                          | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211201                               | Motor vehicle supplies & new parts—warehouse distributors . . . . .         | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42114                                 | Motor vehicle parts, (used) whsle . . . . .                                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140                                | Motor vehicle parts, (used) whsle . . . . .                                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212                                  | Furniture & home furnishings whsle . . . . .                                | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42121                                 | Furniture whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421210                                | Furniture whsle . . . . .   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212102                               | Office & business furniture whsle . . . . .                                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                                  | Lumber & other construction materials whsle . . . . .                       | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214                                  | Professional & commercial equipment & supplies whsle . . . . .              | 32                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42142                                 | Office equipment whsle . . . . .  | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421420                                | Office equipment whsle . . . . .  | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42145                                 | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421450                                | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214501                               | Surgical, medical, & hospital supplies whsle . . . . .                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42146                                 | Ophthalmic goods whsle . . . . .  | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421460                                | Ophthalmic goods whsle . . . . .  | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215                                  | Metal & mineral (except petroleum) whsle . . . . .                          | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151                                 | Metal service centers & offices . . . . .                                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510                                | Metal service centers & offices . . . . .                                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215101                               | Ferrous metal service centers & sales offices . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                                  | Electrical goods whsle . . . . .  | 23                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42161                                 | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421610                                | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169                                 | Other electronic parts & equipment whsle . . . . .                          | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690                                | Other electronic parts & equipment whsle . . . . .                          | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |

**Table 7. Summary Statistics for Places: 1997—Con.**

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| NAICS code | Geographic area, type of operation, and kind of business                 | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>ROANOKE, VA (IC)—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                      |                         |                 |                          |                                 |   |                              |  |  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .      | 21                      | 84 835          | 10 231                   | 2 644                           | 317   | 19 624                       | 16 509   | 16 020   |
| 42171      | Hardware whsle . . . . .   | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421710     | Hardware whsle . . . . .   | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . . | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . . | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                         | 51                      | 119 955         | 17 348                   | 4 266                           | 523   | 31 761                       | 16 295   | 18 277   |
| 42183      | Industrial machinery & equipment whsle . . . . .                         | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421830     | Industrial machinery & equipment whsle . . . . .                         | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .         | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218305    | Materials handling equipment whsle . . . . .                             | 4                       | 21 396          | 3 254                    | 913                             | 92  | 5 720                        | 2 533  | 2 527  |
| 42184      | Industrial supplies whsle . . . . .                                      | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421840     | Industrial supplies whsle . . . . .                                      | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42185      | Service establishment equipment & supplies whsle . . . . .               | 8                       | 8 033           | 1 172                    | 282                             | 46  | 2 480                        | 1 419  | 1 217  |
| 421850     | Service establishment equipment & supplies whsle . . . . .               | 8                       | 8 033           | 1 172                    | 282                             | 46  | 2 480                        | 1 419  | 1 217  |
| 4219       | Miscellaneous durable goods whsle . . . . .                              | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42193      | Recyclable material whsle . . . . .                                      | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421930     | Recyclable material whsle . . . . .                                      | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219303    | Other recyclable material whsle . . . . .                                | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                        | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                        | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                              | 52                      | 180 434         | 19 331                   | 4 393                           | 655   | 37 111                       | 17 779   | 18 224   |
| 4221       | Paper & paper product whsle . . . . .                                    | 12                      | 38 973          | 5 864                    | 1 329                           | 169   | 11 176                       | 2 562  | 2 574  |
| 42212      | Stationery & office supplies whsle . . . . .                             | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422120     | Stationery & office supplies whsle . . . . .                             | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                               | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle . . . . .                               | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42269      | Other chemical & allied products whsle . . . . .                         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690     | Other chemical & allied products whsle . . . . .                         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whsle . . . . .                         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                           | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229904    | Other nondurable goods whsle . . . . .                                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices . . . . .</b>         | <b>27</b>               | <b>330 792</b>  | <b>16 386</b>            | <b>4 523</b>                    | <b>372</b>  | <b>33 739</b>                | <b>11 303</b>                                  | <b>12 196</b>                                  |
| 421        | Wholesale trade, durable goods . . . . .                                 | 17                      | 142 598         | 12 227                   | 3 505                           | 204   | 23 720                       | 9 438  | 10 233   |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .           | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                         | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                              | 10                      | 188 194         | 4 159                    | 1 018                           | 168   | 10 019                       | 1 865  | 1 963  |
| 4227       | Petroleum & petroleum products whsle . . . . .                           | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>               | <b>31</b>               | <b>165 449</b>  | <b>4 472</b>             | <b>997</b>                      | <b>167</b>  | <b>7 076</b>                 | <b>11</b>                                      | <b>9</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                                 | 21                      | 47 877          | 1 395                    | 333                             | 37  | 2 750                        | 11   | 9  |
| 4216       | Electrical goods whsle . . . . .   | 8                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                         | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                              | 10                      | 117 572         | 3 077                    | 664                             | 130   | 4 326                        | —  | —  |
| 4224       | Grocery & related products whsle . . . . .                               | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |

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|------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>ROCKY MOUNT, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 42                     | <b>Wholesale trade</b> .....   | <b>11</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                    | Wholesale trade, durable goods .....                                   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                   | Machinery, equipment, & supplies                                       |                         |                 |                          |                                 |   |                              |  |  |
| 42182                  | whsle .....  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                        | Farm & garden machinery & equipment whsle .....                        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                        | <b>Merchant wholesalers</b> .....                                      | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                    | Wholesale trade, durable goods .....                                   | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                   | Machinery, equipment, & supplies                                       |                         |                 |                          |                                 |   |                              |  |  |
| 42182                  | whsle .....  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                        | Farm & garden machinery & equipment whsle .....                        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                        | <b>Agents, brokers, and commission merchants</b> .....                 | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>SALEM, VA (IC)</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| 42                     | <b>Wholesale trade</b> .....   | <b>86</b>               | <b>635 803</b>  | <b>58 595</b>            | <b>14 049</b>                   | <b>1 809</b>  | <b>92 985</b>                | <b>60 924</b>                                  | <b>67 194</b>                                  |
| 421                    | Wholesale trade, durable goods .....                                   | 68                      | 254 988         | 30 356                   | 7 651                           | 1 023   | 47 462                       | 47 908   | 51 993   |
| 4211                   | Motor vehicle & motor vehicle parts & supplies whsle .....             | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                  | Automobile & other motor vehicle whsle .....                           | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110                 | Automobile & other motor vehicle whsle .....                           | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                   | Professional & commercial equipment & supplies whsle .....             | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                   | Machinery, equipment, & supplies                                       |                         |                 |                          |                                 |   |                              |  |  |
| 42181                  | whsle .....  | 32                      | 177 731         | 23 633                   | 6 118                           | 706   | 33 723                       | 42 263   | 46 259   |
| 421810                 | Construction & mining (except petroleum) machinery & equip whsle ..... | 8                       | 119 748         | 16 229                   | 4 352                           | 476   | 19 959                       | 36 017   | 39 139   |
|                        | Construction & mining (except petroleum) machinery & equip whsle ..... | 8                       | 119 748         | 16 229                   | 4 352                           | 476   | 19 959                       | 36 017   | 39 139   |
| 42183                  | Industrial machinery & equipment                                       |                         |                 |                          |                                 |   |                              |  |  |
| 421830                 | whsle .....  | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218304                | Industrial machinery & equipment whsle .....                           | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
|                        | Metalworking machinery & equipment whsle .....                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184                  | Industrial supplies whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840                 | Industrial supplies whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42185                  | Service establishment equipment & supplies whsle .....                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850                 | Service establishment equipment & supplies whsle .....                 | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                   | Miscellaneous durable goods whsle ...                                  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                    | Wholesale trade, nondurable goods .....                                | 18                      | 380 815         | 28 239                   | 6 398                           | 786   | 45 523                       | 13 016   | 15 201   |
| 4221                   | Paper & paper product whsle .....                                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42213                  | Industrial & personal service paper whsle .....                        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422130                 | Industrial & personal service paper whsle .....                        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                   | Grocery & related products whsle .....                                 | 10                      | 307 726         | 23 059                   | 5 213                           | 635   | 37 641                       | 9 108  | 10 583   |
| 42245                  | Confectionery whsle .....  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422450                 | Confectionery whsle .....  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                  | Other grocery & related products                                       |                         |                 |                          |                                 |   |                              |  |  |
| 422490                 | whsle .....  | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224904                | Other grocery & related products whsle .....                           | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
|                        | Canned goods whsle .....   | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229                   | Miscellaneous nondurable goods   |                         |                 |                          |                                 |   |                              |  |  |
| 42294                  | whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422940                 | Tobacco & tobacco product whsle ...                                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422940                 | Tobacco & tobacco product whsle .....                                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 7. Summary Statistics for Places: 1997—Con.**

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| NAICS code                 | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|----------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>SALEM, VA (IC)—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|                            | <b>Merchant wholesalers . . . . .</b>                                      | <b>72</b>               | <b>280 574</b>  | <b>27 520</b>            | <b>6 358</b>                    | <b>910</b>  | <b>49 581</b>                | <b>30 916</b>                                  | <b>35 994</b>                                  |
| 421                        | Wholesale trade, durable goods . . . . .                                   | 60                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                       | Professional & commercial equipment & supplies whsle . . . . .             | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                       | Machinery, equipment, & supplies whsle . . . . .                           | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42181                      | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421810                     | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183                      | Industrial machinery & equipment whsle . . . . .                           | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421830                     | Industrial machinery & equipment whsle . . . . .                           | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218304                    | Metalworking machinery & equipment whsle . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184                      | Industrial supplies whsle . . . . .  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421840                     | Industrial supplies whsle . . . . .  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                        | Wholesale trade, nondurable goods . . . . .                                | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4221                       | Paper & paper product whsle . . . . .                                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42213                      | Industrial & personal service paper whsle . . . . .                        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422130                     | Industrial & personal service paper whsle . . . . .                        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                       | Grocery & related products whsle . . . . .                                 | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229                       | Miscellaneous nondurable goods whsle . . . . .                             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                            | <b>Manufacturers' sales branches and sales offices . .</b>                 | <b>10</b>               | <b>299 893</b>  | <b>29 437</b>            | <b>7 419</b>                    | <b>866</b>  | <b>40 986</b>                | <b>30 008</b>                                  | <b>31 200</b>                                  |
| 421                        | Wholesale trade, durable goods . . . . .                                   | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4218                       | Machinery, equipment, & supplies whsle . . . . .                           | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422                        | Wholesale trade, nondurable goods . . . . .                                | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224                       | Grocery & related products whsle . . . . .                                 | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42249                      | Other grocery & related products whsle . . . . .                           | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422490                     | Other grocery & related products whsle . . . . .                           | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
|                            | <b>Agents, brokers, and commission merchants . . . . .</b>                 | <b>4</b>                | <b>55 336</b>   | <b>1 638</b>             | <b>272</b>                      | <b>33</b>   | <b>2 418</b>                 | <b>—</b>                                       | <b>—</b>                                       |
| 421                        | Wholesale trade, durable goods . . . . .                                   | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                        | Wholesale trade, nondurable goods . . . . .                                | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                       | Grocery & related products whsle . . . . .                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249                      | Other grocery & related products whsle . . . . .                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                     | Other grocery & related products whsle . . . . .                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>SMITHFIELD, VA</b>      |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                  | <b>Wholesale trade . . . . .</b>   | <b>6</b>                | <b>13 405</b>   | <b>896</b>               | <b>189</b>                      | <b>33</b>   | <b>1 670</b>                 | <b>955</b>                                     | <b>992</b>                                     |
| 421                        | Wholesale trade, durable goods . . . . .                                   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                       | Machinery, equipment, & supplies whsle . . . . .                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                            | <b>Merchant wholesalers . . . . .</b>                                      | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                        | Wholesale trade, durable goods . . . . .                                   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                       | Machinery, equipment, & supplies whsle . . . . .                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                            | <b>Agents, brokers, and commission merchants . . . . .</b>                 | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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| NAICS code                | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>SOUTH BOSTON, VA *</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                 | <b>Wholesale trade .....</b>                               | <b>12</b>               | <b>60 324</b>   | <b>3 818</b>             | <b>772</b>                      | <b>180</b>  | <b>10 325</b>                | <b>2 303</b>                                   | <b>2 196</b>                                   |
| 421                       | Wholesale trade, durable goods .....                       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle ..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42111                     | Automobile & other motor vehicle whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                    | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                      | Petroleum & petroleum products whsle .....                 | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271                     | Petroleum bulk stations & terminals ..                     | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                           | <b>Merchant wholesalers .....</b>                          | <b>7</b>                | <b>46 474</b>   | <b>3 144</b>             | <b>637</b>                      | <b>158</b>  | <b>6 953</b>                 | <b>2 043</b>                                   | <b>2 070</b>                                   |
| 421                       | Wholesale trade, durable goods .....                       | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle ..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                    | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                      | Petroleum & petroleum products whsle .....                 | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271                     | Petroleum bulk stations & terminals ..                     | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                           | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                           | <b>Agents, brokers, and commission merchants .....</b>     | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>SOUTH HILL, VA</b>     |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                 | <b>Wholesale trade .....</b>                               | <b>12</b>               | <b>30 755</b>   | <b>1 164</b>             | <b>300</b>                      | <b>66</b>   | <b>2 491</b>                 | <b>2 107</b>                                   | <b>2 581</b>                                   |
| 421                       | Wholesale trade, durable goods .....                       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                    | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                           | <b>Merchant wholesalers .....</b>                          | <b>9</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                       | Wholesale trade, durable goods .....                       | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                           | <b>Agents, brokers, and commission merchants .....</b>     | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>STAUNTON, VA (IC)</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                 | <b>Wholesale trade .....</b>                               | <b>33</b>               | <b>131 960</b>  | <b>7 377</b>             | <b>1 726</b>                    | <b>327</b>  | <b>17 384</b>                | <b>7 110</b>                                   | <b>7 460</b>                                   |
| 421                       | Wholesale trade, durable goods .....                       | 19                      | 31 945          | 3 804                    | 959                             | 142   | 8 847                        | 5 372  | 5 399  |
| 4218                      | Machinery, equipment, & supplies whsle .....               | 5                       | 17 455          | 1 976                    | 468                             | 48  | 3 382                        | 3 193  | 3 182  |
| 4219                      | Miscellaneous durable goods whsle ...                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                    | 14                      | 100 015         | 3 573                    | 767                             | 185   | 8 537                        | 1 738  | 2 061  |
| 4224                      | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249                     | Other grocery & related products whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                    | Other grocery & related products whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903                   | Soft drinks whsle .....                                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225                      | Farm-product raw material whsle .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42252                     | Livestock whsle .....                                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422520                    | Livestock whsle .....                                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                      | Petroleum & petroleum products whsle .....                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                     | Petroleum bulk stations & terminals ..                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710                    | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                           | <b>Merchant wholesalers .....</b>                          | <b>30</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                       | Wholesale trade, durable goods .....                       | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                      | Machinery, equipment, & supplies whsle .....               | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                      | Miscellaneous durable goods whsle ...                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                       | Wholesale trade, nondurable goods .....                    | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                      | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249                     | Other grocery & related products whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                    | Other grocery & related products whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224903                   | Soft drinks whsle .....                                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|-------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>STAUNTON, VA (IC)—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|                               | <b>Agents, brokers, and commission merchants</b> .....     | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                           | Wholesale trade, nondurable goods .....                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225                          | Farm-product raw material whsle .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                          | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271                         | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710                        | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>STRASBURG, VA</b>          |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                     | <b>Wholesale trade</b> .....                               | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                           | Wholesale trade, nondurable goods .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225                          | Farm-product raw material whsle .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                               | <b>Merchant wholesalers</b> .....                          | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                           | Wholesale trade, nondurable goods .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225                          | Farm-product raw material whsle .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>SUFFOLK, VA (IC)</b>       |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                     | <b>Wholesale trade</b> .....                               | <b>61</b>               | <b>822 502</b>  | <b>43 729</b>            | <b>11 642</b>                   | <b>1 305</b>  | <b>87 237</b>                | <b>42 616</b>                                  | <b>53 879</b>                                  |
| 421                           | Wholesale trade, durable goods .....                       | 30                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                          | Motor vehicle & motor vehicle parts & supplies whsle ..... | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42111                         | Automobile & other motor vehicle whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110                        | Automobile & other motor vehicle whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                          | Machinery, equipment, & supplies whsle .....               | 6                       | 8 246           | 896                      | 164                             | 40  | 1 799                        | 2 703  | 2 202  |
| 4219                          | Miscellaneous durable goods whsle ...                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193                         | Recyclable material whsle .....                            | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421930                        | Recyclable material whsle .....                            | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219302                       | Recyclable paper & paperboard whsle .....                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                           | Wholesale trade, nondurable goods .....                    | 31                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4224                          | Grocery & related products whsle .....                     | 8                       | 409 898         | 11 489                   | 2 382                           | 314   | 25 026                       | 4 430  | 4 605  |
| 42242                         | Packaged frozen food whsle .....                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422420                        | Packaged frozen food whsle .....                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42245                         | Confectionery whsle .....                                  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422450                        | Confectionery whsle .....                                  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                         | Other grocery & related products whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                        | Other grocery & related products whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225                          | Farm-product raw material whsle .....                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42259                         | Other farm product raw material whsle .....                | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422590                        | Other farm product raw material whsle .....                | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225905                       | Other farm-product raw material whsle .....                | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226                          | Chemical & allied products whsle .....                     | 6                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42269                         | Other chemical & allied products whsle .....               | 6                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 422690                        | Other chemical & allied products whsle .....               | 6                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4226902                       | Other chemical & allied products whsle .....               | 5                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4227                          | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                         | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                        | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                          | Miscellaneous nondurable goods whsle .....                 | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |

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|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>SUFFOLK, VA (IC)—Con.</b>                                     |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Merchant wholesalers . . . . .</b>                            | <b>49</b>               | <b>344 618</b>  | <b>34 667</b>            | <b>9 913</b>                    | <b>1 094</b>  | <b>65 720</b>                | <b>42 127</b>                                  | <b>53 386</b>                                  |
| 421        | Wholesale trade, durable goods . . . . .                         | 28                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                 | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . . . .                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193      | Recyclable material whsle . . . . .                              | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421930     | Recyclable material whsle . . . . .                              | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219302    | Recyclable paper & paperboard whsle . . . . .                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 21                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                       | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42242      | Packaged frozen food whsle . . . . .                             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422420     | Packaged frozen food whsle . . . . .                             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle . . . . .                       | 4                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42269      | Other chemical & allied products whsle . . . . .                 | 4                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 422690     | Other chemical & allied products whsle . . . . .                 | 4                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whsle . . . . .                 | 4                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                   | 9                       | 10 060          | 820                      | 201                             | 51  | 1 761                        | 985  | 939  |
|            | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                       | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42245      | Confectionery whsle . . . . .                                    | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422450     | Confectionery whsle . . . . .                                    | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle . . . . .                        | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42259      | Other farm product raw material whsle . . . . .                  | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422590     | Other farm product raw material whsle . . . . .                  | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4225905    | Other farm-product raw material whsle . . . . .                  | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>TAZEWELL, VA</b>  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                                 | <b>20</b>               | <b>10 842</b>   | <b>1 893</b>             | <b>437</b>                      | <b>94</b>   | <b>3 780</b>                 | <b>2 007</b>                                   | <b>2 228</b>                                   |
| 421        | Wholesale trade, durable goods . . . . .                         | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                 | 13                      | 8 251           | 1 418                    | 326                             | 65  | 2 866                        | 1 723  | 1 859  |
|            | <b>Merchant wholesalers . . . . .</b>                            | <b>19</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                         | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                 | 13                      | 8 251           | 1 418                    | 326                             | 65  | 2 866                        | 1 723  | 1 859  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|            | <b>VIENNA, VA</b>  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                                 | <b>21</b>               | <b>41 989</b>   | <b>7 955</b>             | <b>1 732</b>                    | <b>175</b>  | <b>13 713</b>                | <b>4 523</b>                                   | <b>3 878</b>                                   |
| 421        | Wholesale trade, durable goods . . . . .                         | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                            | <b>18</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                         | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |



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|---|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VINTON, VA</b>   |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>                                   | <b>15</b>               | <b>43 675</b>    | <b>3 846</b>             | <b>869</b>                      | <b>166</b>  | <b>7 706</b>                 | <b>2 626</b>                                   | <b>3 314</b>                                   |
| 421   | Wholesale trade, durable goods .....                           | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle ...                          | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                        | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>12 D D D c D D D</b>                                   |  |                         |                  |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                           | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle ...                          | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                        | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>2 D D D a D D D</b>                                    |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>1 D D D a D D D</b>                                    |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>VIRGINIA BEACH, VA (IC)</b>                            |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>                                   | <b>479</b>              | <b>1 922 780</b> | <b>159 421</b>           | <b>36 667</b>                   | <b>5 642</b>  | <b>300 634</b>               | <b>170 085</b>                                 | <b>177 397</b>                                 |
| 421   | Wholesale trade, durable goods .....                           | 315                     | 932 699          | 97 331                   | 22 964                          | 2 954   | 187 245                      | 115 195  | 118 782  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle.....      | 33                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle .....                   | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle .....                   | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112   | Motor vehicle supplies & new parts whsle .....                 | 15                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421120  | Motor vehicle supplies & new parts whsle .....                 | 15                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212  | Furniture & home furnishings whsle ...                         | 20                      | 12 876           | 2 276                    | 532                             | 91  | 4 334                        | 677  | 789  |
| 4213  | Lumber & other construction materials whsle .....              | 16                      | 87 500           | 5 054                    | 1 024                           | 115   | 10 487                       | 19 546   | 16 638   |
| 42131   | Lumber, plywood, millwork, & wood panel whsle .....            | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421310  | Lumber, plywood, millwork, & wood panel whsle .....            | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213101   | Lumber without yard whsle .....                                | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213103   | Plywood, veneer, millwork, & wood panel whsle .....            | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42132   | Brick, stone, & related construction materials whsle .....     | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421320  | Brick, stone, & related construction materials whsle .....     | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213202   | Sand, gravel, & stone whsle .....                              | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle .....     | 70                      | 201 064          | 31 788                   | 7 678                           | 906   | 53 810                       | 14 812   | 14 395   |
| 42142   | Office equipment whsle .....                                   | 22                      | 46 127           | 11 004                   | 2 767                           | 328   | 17 270                       | 4 941  | 4 494  |
| 421420  | Office equipment whsle .....                                   | 22                      | 46 127           | 11 004                   | 2 767                           | 328   | 17 270                       | 4 941  | 4 494  |
| 42143   | Computer & computer peripheral equipment & software whsle..... | 26                      | 119 831          | 16 001                   | 3 511                           | 388   | 27 961                       | 6 323  | 6 579  |
| 421430  | Computer & computer peripheral equipment & software whsle..... | 26                      | 119 831          | 16 001                   | 3 511                           | 388   | 27 961                       | 6 323  | 6 579  |
| 4214301   | Computer & peripheral equipment whsle.....                     | 22                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42143012  | Computers & peripheral equipment for end use .....             | 17                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42144   | Other commercial equipment whsle .                             | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421440  | Other commercial equipment whsle .....                         | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle .....                 | 13                      | 138 887          | 14 739                   | 3 315                           | 287   | 26 976                       | 29 217   | 30 620   |
| 42151   | Metal service centers & offices .....                          | 13                      | 138 887          | 14 739                   | 3 315                           | 287   | 26 976                       | 29 217   | 30 620   |
| 421510  | Metal service centers & offices ...                            | 13                      | 138 887          | 14 739                   | 3 315                           | 287   | 26 976                       | 29 217   | 30 620   |
| 4215101   | Ferrous metal service centers & sales offices .....            | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42151011  | Ferrous metal service centers .....                            | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4215102   | Nonferrous metal service centers & sales offices .....         | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42151021  | Nonferrous metal service centers .....                         | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>42</b>  | <b>VIRGINIA BEACH, VA (IC)—Con.</b>   |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421        | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4216       | Electrical goods whsle . . . . .  | 41                      | 149 641         | 11 144                   | 2 454                           | 359   | 20 200                       | 6 747                              | 6 347                              |
| 42161      | Electrical apparatus & equip, wiring<br>supp. & const material whsle . . . . .    | 15                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421610     | Electrical apparatus & equip,<br>wiring supp. & const material<br>whsle . . . . . | 15                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42162      | Electrical appliance, television &<br>radio set whsle . . . . .                   | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421620     | Electrical appliance, television &<br>radio set whsle . . . . .                   | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42169      | Other electronic parts & equipment<br>whsle . . . . .                             | 15                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421690     | Other electronic parts & equipment<br>whsle . . . . .                             | 15                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4216902    | Electronic parts (excluding<br>communications equipment)<br>whsle . . . . .       | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217       | Hardware, & plumbing & heating<br>equipment & supplies whsle . . . . .            | 24                      | 57 410          | 5 082                    | 1 276                           | 139   | 10 837                       | 6 681                              | 6 932                              |
| 42171      | Hardware whsle . . . . .  | 12                      | 18 645          | 1 785                    | 398                             | 63  | 5 273                        | 3 687                              | 4 128                              |
| 421710     | Hardware whsle . . . . .  | 12                      | 18 645          | 1 785                    | 398                             | 63  | 5 273                        | 3 687                              | 4 128                              |
| 42172      | Plumbing & heating equipment &<br>supplies (hydronics) whsle . . . . .            | 6                       | 21 050          | 1 322                    | 232                             | 21  | 2 385                        | 738                                | 764                                |
| 421720     | Plumbing & heating equipment &<br>supplies (hydronics) whsle . . . . .            | 6                       | 21 050          | 1 322                    | 232                             | 21  | 2 385                        | 738                                | 764                                |
| 42173      | Warm air heating & air-conditioning<br>equipment & supplies whsle . . . . .       | 6                       | 17 715          | 1 975                    | 646                             | 55  | 3 179                        | 2 256                              | 2 040                              |
| 421730     | Warm air heating & air-<br>conditioning equipment &<br>supplies whsle . . . . .   | 6                       | 17 715          | 1 975                    | 646                             | 55  | 3 179                        | 2 256                              | 2 040                              |
| 4218       | Machinery, equipment, & supplies<br>whsle . . . . .                               | 55                      | 90 836          | 13 368                   | 3 254                           | 343   | 25 563                       | 17 866                             | 20 153                             |
| 42183      | Industrial machinery & equipment<br>whsle . . . . .                               | 13                      | 21 060          | 5 094                    | 1 422                           | 129   | 9 500                        | 4 977                              | 5 388                              |
| 421830     | Industrial machinery & equipment<br>whsle . . . . .                               | 13                      | 21 060          | 5 094                    | 1 422                           | 129   | 9 500                        | 4 977                              | 5 388                              |
| 42184      | Industrial supplies whsle . . . . .   | 18                      | 40 611          | 4 508                    | 997                             | 102   | 9 087                        | 6 642                              | 7 566                              |
| 421840     | Industrial supplies whsle . . . . .   | 18                      | 40 611          | 4 508                    | 997                             | 102   | 9 087                        | 6 642                              | 7 566                              |
| 4218402    | Mechanical power transmission<br>supplies whsle . . . . .                         | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42185      | Service establishment equipment &<br>supplies whsle . . . . .                     | 14                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421850     | Service establishment equipment<br>& supplies whsle . . . . .                     | 14                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219       | Miscellaneous durable goods whsle . . .   | 43                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42191      | Sporting & recreational goods &<br>supplies whsle . . . . .                       | 17                      | 31 690          | 2 721                    | 634                             | 115   | 7 150                        | 4 612                              | 5 764                              |
| 421910     | Sporting & recreational goods &<br>supplies whsle . . . . .                       | 17                      | 31 690          | 2 721                    | 634                             | 115   | 7 150                        | 4 612                              | 5 764                              |
| 42199      | Other miscellaneous durable goods<br>whsle . . . . .                              | 12                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable<br>goods whsle . . . . .                              | 12                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4219904    | Prerecorded media whsle . . . . .   | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42199041   | Compact discs/prerecorded<br>audio tapes, & phonograph<br>records whsle . . . . . | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods . . . .   | 164                     | 990 081         | 62 090                   | 13 703                          | 2 688   | 113 389                      | 54 890                             | 58 615                             |
| 4221       | Paper & paper product whsle . . . . .   | 22                      | 49 980          | 3 300                    | 711                             | 112   | 8 205                        | 4 086                              | 4 818                              |
| 42212      | Stationery & office supplies whsle . . .  | 13                      | 32 084          | 2 110                    | 431                             | 75  | 5 540                        | 2 906                              | 3 325                              |
| 422120     | Stationery & office supplies whsle . .  | 13                      | 32 084          | 2 110                    | 431                             | 75  | 5 540                        | 2 906                              | 3 325                              |
| 4223       | Apparel, piece goods, & notions whsle .   | 28                      | 32 194          | 1 913                    | 345                             | 76  | 3 860                        | 695                                | 871                                |
| 42232      | Men's & boys' clothing & furnishings<br>whsle . . . . .                           | 14                      | 18 889          | 1 226                    | 199                             | 46  | 2 325                        | 291                                | 451                                |
| 422320     | Men's & boys' clothing &<br>furnishings whsle . . . . .                           | 14                      | 18 889          | 1 226                    | 199                             | 46  | 2 325                        | 291                                | 451                                |
| 42233      | Women's, children's, & infants'<br>clothing & accessories whsle . . . . .         | 12                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422330     | Women's, children's, & infants'<br>clothing & accessories whsle . . . .           | 12                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224       | Grocery & related products whsle . . . .  | 50                      | 584 131         | 33 270                   | 7 386                           | 1 694   | 58 220                       | 32 424                             | 36 439                             |
| 42241      | General-line grocery whsle . . . . .  | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422410     | General-line grocery whsle . . . . .  | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224103    | Other general-line grocery<br>whsle . . . . .                                     | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42242      | Packaged frozen food whsle . . . . .  | 12                      | 303 572         | 4 621                    | 1 015                           | 129   | 9 405                        | 22 660                             | 26 142                             |
| 422420     | Packaged frozen food whsle . . . . .  | 12                      | 303 572         | 4 621                    | 1 015                           | 129   | 9 405                        | 22 660                             | 26 142                             |
| 42249      | Other grocery & related products<br>whsle . . . . .                               | 21                      | D               | D                        | D                               | g   | D                            | D                                  | D                                  |
| 422490     | Other grocery & related products<br>whsle . . . . .                               | 21                      | D               | D                        | D                               | g   | D                            | D                                  | D                                  |
| 4224906    | Other grocery specialties whsle . . . .   | 9                       | D               | D                        | D                               | g   | D                            | D                                  | D                                  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business            | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>42</b>  | <b>VIRGINIA BEACH, VA (IC)—Con.</b>                                 |                         |                  |                          |                                 |   |                              |  |  |
|            | <b>Wholesale trade—Con.</b>   |                         |                  |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods—Con.                              |                         |                  |                          |                                 |   |                              |  |  |
| 4225       | Farm-product raw material whsle . . . . .                           | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42259      | Other farm product raw material whsle . . . . .                     | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422590     | Other farm product raw material whsle . . . . .                     | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle . . . . .                          | 15                      | 58 418           | 2 856                    | 668                             | 123   | 6 376                        | 524  | 1 353  |
| 42269      | Other chemical & allied products whsle . . . . .                    | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 422690     | Other chemical & allied products whsle . . . . .                    | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4226902    | Other chemical & allied products whsle . . . . .                    | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227       | Petroleum & petroleum products whsle . . . . .                      | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                       | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                       | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .           | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                       | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .          | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42281      | Beer & ale whsle . . . . .  | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422810     | Beer & ale whsle . . . . .  | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                      | 30                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42291      | Farm supplies whsle . . . . .                                       | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422910     | Farm supplies whsle . . . . .                                       | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42293      | Flower, nursery stock, & florists' supplies whsle . . . . .         | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422930     | Flower, nursery stock, & florists' supplies whsle . . . . .         | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42294      | Tobacco & tobacco product whsle . . . . .                           | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422940     | Tobacco & tobacco product whsle . . . . .                           | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .                | 14                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .                | 14                      | D                | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                               | <b>402</b>              | <b>1 506 490</b> | <b>143 926</b>           | <b>33 055</b>                   | <b>5 166</b>  | <b>273 134</b>               | <b>166 183</b>                                 | <b>173 722</b>                                 |
| 421        | Wholesale trade, durable goods . . . . .                            | 269                     | 802 470          | 90 319                   | 21 385                          | 2 744   | 174 321                      | 113 559  | 117 446  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .      | 30                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle . . . . .                    | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle . . . . .                    | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                  | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                  | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212       | Furniture & home furnishings whsle . . . . .                        | 17                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle . . . . .               | 10                      | 77 081           | 4 385                    | 860                             | 90  | 9 319                        | 18 890   | 16 084   |
| 42131      | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle . . . . .             | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle . . . . .             | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42132      | Brick, stone, & related construction materials whsle . . . . .      | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421320     | Brick, stone, & related construction materials whsle . . . . .      | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213202    | Sand, gravel, & stone whsle . . . . .                               | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .      | 62                      | 190 245          | 30 157                   | 7 319                           | 866   | 50 963                       | 14 659   | 14 259   |
| 42142      | Office equipment whsle . . . . .                                    | 18                      | 37 378           | 9 569                    | 2 473                           | 293   | 14 822                       | 4 896  | 4 448  |
| 421420     | Office equipment whsle . . . . .                                    | 18                      | 37 378           | 9 569                    | 2 473                           | 293   | 14 822                       | 4 896  | 4 448  |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . . | 24                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . . | 24                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle . . . . .                     | 20                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use . . . . .              | 16                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42144      | Other commercial equipment whsle . . . . .                          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421440     | Other commercial equipment whsle . . . . .                          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |

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|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
|            | <b>VIRGINIA BEACH, VA (IC)—Con.</b>                                     |                         |                 |                          |                                 |   |                              |                                    |                                    |
|            | <b>Merchant wholesalers—Con.</b>  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421        | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4215       | Metal & mineral (except petroleum) whsle .....                          | 12                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42151      | Metal service centers & offices .....                                   | 12                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421510     | Metal service centers & offices ..                                      | 12                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4215101    | Ferrous metal service centers & sales offices .....                     | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151011   | Ferrous metal service centers .....                                     | 7                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215102    | Nonferrous metal service centers & sales offices .....                  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151021   | Nonferrous metal service centers .....                                  | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4216       | Electrical goods whsle .....  | 34                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42162      | Electrical appliance, television & radio set whsle .....                | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421620     | Electrical appliance, television & radio set whsle .....                | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42169      | Other electronic parts & equipment whsle .....                          | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421690     | Other electronic parts & equipment whsle .....                          | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....         | 18                      | 37 060          | 4 056                    | 1 030                           | 113   | 9 030                        | 6 666                              | 6 913                              |
| 42171      | Hardware whsle .....  | 12                      | 18 645          | 1 785                    | 398                             | 63  | 5 273                        | 3 687                              | 4 128                              |
| 421710     | Hardware whsle .....  | 12                      | 18 645          | 1 785                    | 398                             | 63  | 5 273                        | 3 687                              | 4 128                              |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....    | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle .....    | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218       | Machinery, equipment, & supplies whsle .....                            | 50                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42183      | Industrial machinery & equipment whsle .....                            | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421830     | Industrial machinery & equipment whsle .....                            | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42184      | Industrial supplies whsle .....   | 16                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421840     | Industrial supplies whsle .....   | 16                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218402    | Mechanical power transmission supplies whsle .....                      | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42185      | Service establishment equipment & supplies whsle .....                  | 13                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421850     | Service establishment equipment & supplies whsle .....                  | 13                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219       | Miscellaneous durable goods whsle ...                                   | 36                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42191      | Sporting & recreational goods & supplies whsle .....                    | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421910     | Sporting & recreational goods & supplies whsle .....                    | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42199      | Other miscellaneous durable goods whsle .....                           | 11                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421990     | Other miscellaneous durable goods whsle .....                           | 11                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4219904    | Prerecorded media whsle .....   | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42199041   | Compact discs/prerecorded audio tapes, & phonograph records whsle ..... | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422        | Wholesale trade, nondurable goods .....                                 | 133                     | 704 020         | 53 607                   | 11 670                          | 2 422   | 98 813                       | 52 624                             | 56 276                             |
| 4221       | Paper & paper product whsle .....                                       | 18                      | 45 866          | 2 973                    | 617                             | 100   | 7 613                        | 3 943                              | 4 671                              |
| 42212      | Stationery & office supplies whsle ...                                  | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422120     | Stationery & office supplies whsle .                                    | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4223       | Apparel, piece goods, & notions whsle .                                 | 22                      | 9 518           | 1 444                    | 250                             | 64  | 3 061                        | 695                                | 871                                |
| 42232      | Men's & boys' clothing & furnishings whsle .....                        | 12                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422320     | Men's & boys' clothing & furnishings whsle .....                        | 12                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224       | Grocery & related products whsle .....                                  | 39                      | D               | D                        | D                               | g   | D                            | D                                  | D                                  |
| 42241      | General-line grocery whsle .....  | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422410     | General-line grocery whsle .....  | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224103    | Other general-line grocery whsle .....                                  | 1                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42242      | Packaged frozen food whsle .....  | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422420     | Packaged frozen food whsle .....  | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42249      | Other grocery & related products whsle .....                            | 19                      | D               | D                        | D                               | g   | D                            | D                                  | D                                  |
| 422490     | Other grocery & related products whsle .....                            | 19                      | D               | D                        | D                               | g   | D                            | D                                  | D                                  |
| 4224906    | Other grocery specialties whsle .                                       | 8                       | D               | D                        | D                               | g   | D                            | D                                  | D                                  |
| 4226       | Chemical & allied products whsle .....                                  | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42269      | Other chemical & allied products whsle .....                            | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422690     | Other chemical & allied products whsle .....                            | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4226902    | Other chemical & allied products whsle .....                            | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |

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| NAICS code                          | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|-------------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>VIRGINIA BEACH, VA (IC)—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
| 422                                 | Wholesale trade, nondurable goods—Con.                                 |                         |                 |                          |                                 |   |                              |  |  |
| 4227                                | Petroleum & petroleum products   |                         |                 |                          |                                 |   |                              |  |  |
| 42271                               | whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                              | Petroleum bulk stations & terminals                                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101                             | Petroleum bulk stations & terminals .....                              | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011                            | Petroleum bulk stations (except LP) .....                              | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4228                                | Beer, wine, & distilled alcoholic beverage whsle .....                 | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42281                               | Beer & ale whsle .....   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422810                              | Beer & ale whsle .....   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229                                | Miscellaneous nondurable goods whsle .....                             | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42299                               | Other miscellaneous nondurable goods whsle .....                       | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990                              | Other miscellaneous nondurable goods whsle .....                       | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
|                                     | <b>Manufacturers' sales branches and sales offices ..</b>              | <b>17</b>               | <b>51 191</b>   | <b>7 911</b>             | <b>1 869</b>                    | <b>223</b>  | <b>13 558</b>                | <b>3 843</b>                                   | <b>3 591</b>                                   |
| 421                                 | Wholesale trade, durable goods .....                                   | 10                      | 19 727          | 3 044                    | 705                             | 76  | 5 048                        | 1 577  | 1 252  |
| 422                                 | Wholesale trade, nondurable goods .....                                | 7                       | 31 464          | 4 867                    | 1 164                           | 147   | 8 510                        | 2 266  | 2 339  |
|                                     | <b>Agents, brokers, and commission merchants .....</b>                 | <b>60</b>               | <b>365 099</b>  | <b>7 584</b>             | <b>1 743</b>                    | <b>253</b>  | <b>13 942</b>                | <b>59</b>                                      | <b>84</b>                                      |
| 421                                 | Wholesale trade, durable goods .....                                   | 36                      | 110 502         | 3 968                    | 874                             | 134   | 7 876                        | 59   | 84   |
| 4216                                | Electrical goods whsle .....   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169                               | Other electronic parts & equipment whsle .....                         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690                              | Other electronic parts & equipment whsle .....                         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216902                             | Electronic parts (excluding communications equipment) whsle .....      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                                | Hardware, & plumbing & heating equipment & supplies whsle .....        | 6                       | 20 350          | 1 026                    | 246                             | 26  | 1 807                        | 15   | 19   |
| 4219                                | Miscellaneous durable goods whsle ..                                   | 7                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                 | Wholesale trade, nondurable goods .....                                | 24                      | 254 597         | 3 616                    | 869                             | 119   | 6 066                        | —  | —  |
| 4223                                | Apparel, piece goods, & notions whsle ..                               | 6                       | 22 676          | 469                      | 95                              | 12  | 799                          | —  | —  |
| 4224                                | Grocery & related products whsle .....                                 | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42242                               | Packaged frozen food whsle .....                                       | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422420                              | Packaged frozen food whsle .....                                       | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225                                | Farm-product raw material whsle .....                                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42259                               | Other farm product raw material whsle .....                            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422590                              | Other farm product raw material whsle .....                            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229                                | Miscellaneous nondurable goods whsle .....                             | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42293                               | Flower, nursery stock, & florists' supplies whsle .....                | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422930                              | Flower, nursery stock, & florists' supplies whsle .....                | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>WARRENTON, VA</b>                |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                           | <b>Wholesale trade .....</b>   | <b>19</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                 | Wholesale trade, durable goods .....                                   | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                                | Machinery, equipment, & supplies whsle .....                           | 6                       | 27 457          | 3 773                    | 842                             | 73  | 6 247                        | 4 572  | 5 218  |
| 42181                               | Construction & mining (except petroleum) machinery & equip whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                 | Wholesale trade, nondurable goods .....                                | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                                | Petroleum & petroleum products whsle .....                             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                               | Petroleum bulk stations & terminals ..                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                     | <b>Merchant wholesalers .....</b>                                      | <b>17</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                 | Wholesale trade, durable goods .....                                   | 14                      | 36 005          | 4 627                    | 1 019                           | 100   | 7 890                        | 3 640  | 3 996  |
| 4218                                | Machinery, equipment, & supplies whsle .....                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                 | Wholesale trade, nondurable goods .....                                | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                                | Petroleum & petroleum products whsle .....                             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                               | Petroleum bulk stations & terminals ..                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                     | <b>Manufacturers' sales branches and sales offices ..</b>              | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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| NAICS code | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>WARRENTON, VA—Con.</b>                                       |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Agents, brokers, and commission merchants .....</b>          | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>WAYNESBORO, VA (IC)</b>                                      |                         |                 |                          |                                 |   |                              |  |  |
| 42         | <b>Wholesale trade .....</b>                                    | 21                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 421        | Wholesale trade, durable goods .....                            | 13                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....      | 3                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle ..... | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle ..... | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle .....                     | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use .....              | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle .....                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4221       | Paper & paper product whsle .....                               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers .....</b>                               | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421        | Wholesale trade, durable goods .....                            | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle .....                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                         | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices ..</b>       | 3                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 421        | Wholesale trade, durable goods .....                            | 2                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4214       | Professional & commercial equipment & supplies whsle .....      | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143      | Computer & computer peripheral equipment & software whsle ..... | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 421430     | Computer & computer peripheral equipment & software whsle ..... | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 4214301    | Computer & peripheral equipment whsle .....                     | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use .....              | 1                       | D               | D                        | D                               | g   | D                            | D  | D  |
|            | <b>WEST POINT, VA</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 42         | <b>Wholesale trade .....</b>                                    | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                         | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4221       | Paper & paper product whsle .....                               | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42213      | Industrial & personal service paper whsle .....                 | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers .....</b>                               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle .....                           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices ..</b>       | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods .....                         | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4221       | Paper & paper product whsle .....                               | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42213      | Industrial & personal service paper whsle .....                 | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |

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|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WILLIAMSBURG, VA (IC)</b>                                  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>                             | <b>16</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                     | 10                      | 17 868          | 1 018                    | 248                             | 22  | 2 079                        | 355  | 680  |
| 4218  | Machinery, equipment, & supplies<br>whsle .....          | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                             |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                     | 7                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Manufacturers' sales<br/>branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>Agents, brokers, and<br/>commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                     | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421   | Wholesale trade, durable goods .....                     | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>WINCHESTER, VA (IC)</b>                                    |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>                             | <b>39</b>               | <b>301 070</b>  | <b>16 405</b>            | <b>4 075</b>                    | <b>569</b>  | <b>45 885</b>                | <b>11 865</b>                                  | <b>12 332</b>                                  |
| 421   | Wholesale trade, durable goods .....                     | 26                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213  | Lumber & other construction materials<br>whsle .....     | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42131   | Lumber, plywood, millwork, & wood<br>panel whsle .....   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421310  | Lumber, plywood, millwork, &<br>wood panel whsle .....   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213103   | Plywood, veneer, millwork, &<br>wood panel whsle .....   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies<br>whsle .....          | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183   | Industrial machinery & equipment<br>whsle .....          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830  | Industrial machinery & equipment<br>whsle .....          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                  | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                   | 7                       | 76 277          | 5 140                    | 1 306                           | 192   | 9 436                        | 4 990  | 3 473  |
| 42249   | Other grocery & related products<br>whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490  | Other grocery & related products<br>whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products<br>whsle .....            | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271   | Petroleum bulk stations & terminals ..                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710  | Petroleum bulk stations &<br>terminals .....             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101   | Petroleum bulk stations &<br>terminals (except LP) ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011  | Petroleum bulk stations<br>(except LP) .....             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                             |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                     | 22                      | 35 614          | 4 008                    | 1 038                           | 158   | 6 963                        | 5 603  | 7 560  |
| 4218  | Machinery, equipment, & supplies<br>whsle .....          | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183   | Industrial machinery & equipment<br>whsle .....          | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830  | Industrial machinery & equipment<br>whsle .....          | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                  | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                   | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249   | Other grocery & related products<br>whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490  | Other grocery & related products<br>whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227  | Petroleum & petroleum products<br>whsle .....            | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271   | Petroleum bulk stations & terminals ..                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710  | Petroleum bulk stations &<br>terminals .....             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101   | Petroleum bulk stations &<br>terminals (except LP) ..... | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271011  | Petroleum bulk stations<br>(except LP) .....             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales<br/>branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                     | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213  | Lumber & other construction materials<br>whsle .....     | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42131   | Lumber, plywood, millwork, & wood<br>panel whsle .....   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421310  | Lumber, plywood, millwork, &<br>wood panel whsle .....   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213103   | Plywood, veneer, millwork, &<br>wood panel whsle .....   | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |

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|---------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>WINCHESTER, VA (IC)—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|                                 | <b>Agents, brokers, and commission merchants . . . . .</b>                 | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                             | Wholesale trade, nondurable goods . . . . .                                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224                            | Grocery & related products whsle . . . . .                                 | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>WISE, VA</b>                 |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                       | <b>Wholesale trade . . . . .</b>   | <b>14</b>               | <b>76 705</b>   | <b>3 071</b>             | <b>650</b>                      | <b>85</b>   | <b>6 031</b>                 | <b>8 744</b>                                   | <b>7 155</b>                                   |
| 421                             | Wholesale trade, durable goods . . . . .                                   | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215                            | Metal & mineral (except petroleum) whsle . . . . .                         | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42152                           | Coal & other mineral & ore whsle . . . . .                                 | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218                            | Machinery, equipment, & supplies whsle . . . . .                           | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42181                           | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                 | <b>Merchant wholesalers . . . . .</b>                                      | <b>14</b>               | <b>76 705</b>   | <b>3 071</b>             | <b>650</b>                      | <b>85</b>   | <b>6 031</b>                 | <b>8 744</b>                                   | <b>7 155</b>                                   |
| 421                             | Wholesale trade, durable goods . . . . .                                   | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215                            | Metal & mineral (except petroleum) whsle . . . . .                         | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42152                           | Coal & other mineral & ore whsle . . . . .                                 | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218                            | Machinery, equipment, & supplies whsle . . . . .                           | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42181                           | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>WOODSTOCK, VA</b>            |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                       | <b>Wholesale trade . . . . .</b>   | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                             | Wholesale trade, durable goods . . . . .                                   | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                 | <b>Merchant wholesalers . . . . .</b>                                      | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|                                 | <b>Agents, brokers, and commission merchants . . . . .</b>                 | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>WYTHEVILLE, VA</b>           |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                       | <b>Wholesale trade . . . . .</b>   | <b>12</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                             | Wholesale trade, durable goods . . . . .                                   | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                            | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4212                            | Furniture & home furnishings whsle . . . . .                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122                           | Home furnishings whsle . . . . .   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                            | Machinery, equipment, & supplies whsle . . . . .                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                             | Wholesale trade, nondurable goods . . . . .                                | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                 | <b>Merchant wholesalers . . . . .</b>                                      | <b>11</b>               | <b>44 455</b>   | <b>3 830</b>             | <b>908</b>                      | <b>131</b>  | <b>7 078</b>                 | <b>5 610</b>                                   | <b>5 062</b>                                   |
| 421                             | Wholesale trade, durable goods . . . . .                                   | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                            | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4212                            | Furniture & home furnishings whsle . . . . .                               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122                           | Home furnishings whsle . . . . .   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                            | Machinery, equipment, & supplies whsle . . . . .                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                 | <b>Agents, brokers, and commission merchants . . . . .</b>                 | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                             | Wholesale trade, nondurable goods . . . . .                                | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |



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| NAICS code                             | Geographic area, type of operation, and kind of business       | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF ACCOMACK COUNTY, VA</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                              | <b>Wholesale trade .....</b>                                   | <b>33</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                    | Wholesale trade, durable goods .....                           | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                    | Wholesale trade, nondurable goods .....                        | 27                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                                   | Grocery & related products whsle .....                         | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42246                                  | Fish & seafood whsle.....                                      | 11                      | 6 724           | 610                      | 144                             | 31  | 1 698                        | 36   | 91   |
|  | <b>Merchant wholesalers .....</b>                              | <b>29</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                    | Wholesale trade, durable goods .....                           | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                    | Wholesale trade, nondurable goods .....                        | 23                      | 29 704          | 3 390                    | 1 062                           | 146   | 7 053                        | 1 386  | 1 959  |
| 4224                                   | Grocery & related products whsle .....                         | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42246                                  | Fish & seafood whsle.....                                      | 11                      | 6 724           | 610                      | 144                             | 31  | 1 698                        | 36   | 91   |
|  | <b>Manufacturers' sales branches and sales offices ..</b>      | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|  | <b>Agents, brokers, and commission merchants .....</b>         | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF ALBEMARLE COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                              | <b>Wholesale trade .....</b>                                   | <b>64</b>               | <b>181 629</b>  | <b>20 513</b>            | <b>4 789</b>                    | <b>547</b>  | <b>31 837</b>                | <b>10 002</b>                                  | <b>9 412</b>                                   |
| 421                                    | Wholesale trade, durable goods .....                           | 47                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213                                   | Lumber & other construction materials whsle .....              | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                                   | Professional & commercial equipment & supplies whsle.....      | 14                      | 27 734          | 10 716                   | 2 349                           | 186   | 13 771                       | 1 393  | 1 461  |
| 42143                                  | Computer & computer peripheral equipment & software whsle..... | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421430                                 | Computer & computer peripheral equipment & software whsle..... | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215                                   | Metal & mineral (except petroleum) whsle .....                 | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218                                   | Machinery, equipment, & supplies whsle .....                   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42185                                  | Service establishment equipment & supplies whsle .....         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850                                 | Service establishment equipment & supplies whsle .....         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218502                                | Custodial, janitors' equipment & supplies whsle.....           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                    | Wholesale trade, nondurable goods .....                        | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                                   | Grocery & related products whsle .....                         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42243                                  | Dairy products, (except dried or canned) whsle .....           | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422430                                 | Dairy products, (except dried or canned) whsle .....           | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224302                                | Dairy product (except raw milk) whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42249                                  | Other grocery & related products whsle .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                                 | Other grocery & related products whsle .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Merchant wholesalers .....</b>                              | <b>52</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                    | Wholesale trade, durable goods .....                           | 38                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213                                   | Lumber & other construction materials whsle .....              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                                   | Professional & commercial equipment & supplies whsle.....      | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143                                  | Computer & computer peripheral equipment & software whsle..... | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421430                                 | Computer & computer peripheral equipment & software whsle..... | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                                   | Machinery, equipment, & supplies whsle .....                   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42185                                  | Service establishment equipment & supplies whsle .....         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421850                                 | Service establishment equipment & supplies whsle .....         | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218502                                | Custodial, janitors' equipment & supplies whsle.....           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                    | Wholesale trade, nondurable goods .....                        | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                                   | Grocery & related products whsle .....                         | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249                                  | Other grocery & related products whsle .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422490                                 | Other grocery & related products whsle .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Manufacturers' sales branches and sales offices ..</b>      | <b>4</b>                | <b>7 720</b>    | <b>603</b>               | <b>145</b>                      | <b>13</b>   | <b>996</b>                   | <b>324</b>                                     | <b>348</b>                                     |

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|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF ALBEMARLE COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|   | <b>Agents, brokers, and commission merchants . . . . .</b>     | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods . . . . .                       | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . . .                    | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224  | Grocery & related products whsle . . . . .                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF ALLEGHANY COUNTY, VA</b>      |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                   | <b>Wholesale trade . . . . .</b>                               | <b>8</b>                | <b>2 757</b>    | <b>666</b>               | <b>150</b>                      | <b>31</b>   | <b>1 207</b>                 | <b>472</b>                                     | <b>458</b>                                     |
|   | <b>Merchant wholesalers . . . . .</b>                          | <b>8</b>                | <b>2 757</b>    | <b>666</b>               | <b>150</b>                      | <b>31</b>   | <b>1 207</b>                 | <b>472</b>                                     | <b>458</b>                                     |
| <b>BALANCE OF AMELIA COUNTY, VA</b>         |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                   | <b>Wholesale trade . . . . .</b>                               | <b>9</b>                | <b>41 092</b>   | <b>4 790</b>             | <b>924</b>                      | <b>167</b>  | <b>11 151</b>                | <b>5 345</b>                                   | <b>5 040</b>                                   |
| 421   | Wholesale trade, durable goods . . . . .                       | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42111                                       | Automobile & other motor vehicle whsle . . . . .               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421110                                      | Automobile & other motor vehicle whsle . . . . .               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . . .                    | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whsle . . . . .                     | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
|   | <b>Merchant wholesalers . . . . .</b>                          | <b>9</b>                | <b>41 092</b>   | <b>4 790</b>             | <b>924</b>                      | <b>167</b>  | <b>11 151</b>                | <b>5 345</b>                                   | <b>5 040</b>                                   |
| 421   | Wholesale trade, durable goods . . . . .                       | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle . . . . . | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . . .                    | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whsle . . . . .                     | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| <b>BALANCE OF AMHERST COUNTY, VA</b>        |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                   | <b>Wholesale trade . . . . .</b>                               | <b>18</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods . . . . .                       | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle . . . . .             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151                                       | Metal service centers & offices . . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510                                      | Metal service centers & offices . . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215101                                     | Ferrous metal service centers & sales offices . . . . .        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle . . . . .                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . . .                    | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle . . . . .                 | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42294                                       | Tobacco & tobacco product whsle . . . . .                      | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422940                                      | Tobacco & tobacco product whsle . . . . .                      | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
|   | <b>Merchant wholesalers . . . . .</b>                          | <b>16</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods . . . . .                       | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle . . . . .             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151                                       | Metal service centers & offices . . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510                                      | Metal service centers & offices . . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215101                                     | Ferrous metal service centers & sales offices . . . . .        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle . . . . .                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods . . . . .                    | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle . . . . .                 | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
|   | <b>Agents, brokers, and commission merchants . . . . .</b>     | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF APPOMATTOX COUNTY, VA</b>                |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>9</b>                | <b>5 735</b>    | <b>868</b>               | <b>212</b>                      | <b>50</b>   | <b>1 964</b>                 | <b>498</b>                                     | <b>553</b>                                     |
| 421  | Wholesale trade, durable goods .....                                | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                      |   |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Wholesale trade, durable goods .....                                | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants .....</b> |   |                         |                 |                          |                                 |   |                              |  |  |
|  |   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF ARLINGTON COUNTY, VA</b>                 |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>110</b>              | <b>819 781</b>  | <b>57 242</b>            | <b>16 839</b>                   | <b>1 208</b>  | <b>93 557</b>                | <b>31 235</b>                                  | <b>29 608</b>                                  |
| 421  | Wholesale trade, durable goods .....                                | 79                      | 656 474         | 47 592                   | 14 204                          | 919   | 74 759                       | 20 057   | 19 079   |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle .....          | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111  | Automobile & other motor vehicle whsle .....                        | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110   | Automobile & other motor vehicle whsle .....                        | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42112  | Motor vehicle supplies & new parts whsle .....                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421120   | Motor vehicle supplies & new parts whsle .....                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whsle .....                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42139  | Other construction materials whsle ..                               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421390   | Other construction materials whsle .....                            | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213902  | Other construction materials whsle .....                            | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214   | Professional & commercial equipment & supplies whsle .....          | 21                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42142  | Office equipment whsle .....  | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421420   | Office equipment whsle .....  | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143  | Computer & computer peripheral equipment & software whsle .....     | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421430   | Computer & computer peripheral equipment & software whsle .....     | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214301  | Computer & peripheral equipment whsle .....                         | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42143011   | Computers & peripheral equipment for resale .....                   | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42143012   | Computers & peripheral equipment for end use .....                  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216   | Electrical goods whsle .....  | 15                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42169  | Other electronic parts & equipment whsle .....                      | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 421690   | Other electronic parts & equipment whsle .....                      | 13                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4216901  | Communications equipment & supplies whsle .....                     | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216902  | Electronic parts (excluding communications equipment) whsle .....   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle .....                        | 10                      | 22 718          | 2 876                    | 563                             | 57  | 5 125                        | 1 286  | 1 060  |
| 42186  | Transportation equipment & supplies (exc motor vehicle) whsle ..... | 6                       | 17 000          | 1 741                    | 350                             | 31  | 2 902                        | 789  | 563  |
| 421860   | Transportation equipment & supplies (exc motor vehicle) whsle ..... | 6                       | 17 000          | 1 741                    | 350                             | 31  | 2 902                        | 789  | 563  |
| 4219   | Miscellaneous durable goods whsle ...                               | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods .....                             | 31                      | 163 307         | 9 650                    | 2 635                           | 289   | 18 798                       | 11 178   | 10 529   |
| 4221   | Paper & paper product whsle .....                                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42212  | Stationery & office supplies whsle ...                              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422120   | Stationery & office supplies whsle .....                            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224   | Grocery & related products whsle .....                              | 10                      | 24 620          | 2 287                    | 564                             | 93  | 4 302                        | 1 932  | 549  |
| 4226   | Chemical & allied products whsle .....                              | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle .....                        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle .....                        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226902  | Other chemical & allied products whsle .....                        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle .....                          | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42292  | Book, periodical, & newspaper whsle .....                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422920   | Book, periodical, & newspaper whsle .....                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code  | Geographic area, type of operation, and kind of business          | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF ARLINGTON COUNTY, VA—Con.</b>               |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers .....</b>                         |   | <b>85</b>               | <b>440 901</b>  | <b>21 176</b>            | <b>4 658</b>                    | <b>608</b>  | <b>40 153</b>                | <b>17 784</b>                                  | <b>16 872</b>                                  |
| 421   | Wholesale trade, durable goods .....                              | 61                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle.....         | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle .....                      | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle .....                      | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42112   | Motor vehicle supplies & new parts whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421120  | Motor vehicle supplies & new parts whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle .....                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42139   | Other construction materials whsle ..                             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421390  | Other construction materials whsle .....                          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213902   | Other construction materials whsle .....                          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle.....         | 17                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143   | Computer & computer peripheral equipment & software whsle.....    | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421430  | Computer & computer peripheral equipment & software whsle.....    | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214301   | Computer & peripheral equipment whsle.....                        | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42143011  | Computers & peripheral equipment for resale .....                 | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4216  | Electrical goods whsle .....                                      | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169   | Other electronic parts & equipment whsle .....                    | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421690  | Other electronic parts & equipment whsle .....                    | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216902   | Electronic parts (excluding communications equipment) whsle ..... | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle ...                             | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                           | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |   | <b>16</b>               | <b>357 225</b>  | <b>35 016</b>            | <b>11 936</b>                   | <b>570</b>  | <b>51 381</b>                | <b>13 451</b>                                  | <b>12 736</b>                                  |
| 421   | Wholesale trade, durable goods .....                              | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle .....        | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216  | Electrical goods whsle .....                                      | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169   | Other electronic parts & equipment whsle .....                    | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690  | Other electronic parts & equipment whsle .....                    | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216902   | Electronic parts (excluding communications equipment) whsle ..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                           | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226  | Chemical & allied products whsle .....                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269   | Other chemical & allied products whsle .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690  | Other chemical & allied products whsle .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants .....</b>    |   | <b>9</b>                | <b>21 655</b>   | <b>1 050</b>             | <b>245</b>                      | <b>30</b>   | <b>2 023</b>                 | <b>-</b>                                       | <b>-</b>                                       |
| 421   | Wholesale trade, durable goods .....                              | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code   | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>BALANCE OF AUGUSTA COUNTY, VA</b>                       |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42   | <b>Wholesale trade .....</b>   | <b>54</b>               | <b>153 845</b>  | <b>16 829</b>            | <b>3 999</b>                    | <b>622</b>  | <b>31 983</b>                | <b>15 912</b>                      | <b>18 765</b>                      |
| 421  | Wholesale trade, durable goods .....                                   | 32                      | 77 166          | 7 952                    | 2 024                           | 309   | 15 997                       | 11 140                             | 13 773                             |
| 4213   | Lumber & other construction materials whsle .....                      | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214   | Professional & commercial equipment & supplies whsle .....             | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218   | Machinery, equipment, & supplies whsle .....                           | 9                       | 27 513          | 3 040                    | 908                             | 118   | 4 996                        | 5 278                              | 7 243                              |
| 42181  | Construction & mining (except petroleum) machinery & equip whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421810   | Construction & mining (except petroleum) machinery & equip whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219   | Miscellaneous durable goods whsle ...                                  | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422  | Wholesale trade, nondurable goods .....                                | 22                      | 76 679          | 8 877                    | 1 975                           | 313   | 15 986                       | 4 772                              | 4 992                              |
| 4224   | Grocery & related products whsle .....                                 | 6                       | 28 453          | 3 055                    | 761                             | 118   | 5 831                        | 1 789                              | 1 670                              |
| 42249  | Other grocery & related products whsle .....                           | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422490   | Other grocery & related products whsle .....                           | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224903  | Soft drinks whsle .....  | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4228   | Beer, wine, & distilled alcoholic beverage whsle .....                 | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42281  | Beer & ale whsle .....   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422810   | Beer & ale whsle .....   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229   | Miscellaneous nondurable goods whsle .....                             | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42291  | Farm supplies whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422910   | Farm supplies whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229101  | Farm supplies—farm dealers ...   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                          |  | <b>51</b>               | <b>130 331</b>  | <b>14 807</b>            | <b>3 261</b>                    | <b>533</b>  | <b>27 992</b>                | <b>15 666</b>                      | <b>16 870</b>                      |
| 421  | Wholesale trade, durable goods .....                                   | 31                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4213   | Lumber & other construction materials whsle .....                      | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214   | Professional & commercial equipment & supplies whsle .....             | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218   | Machinery, equipment, & supplies whsle .....                           | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219   | Miscellaneous durable goods whsle ...                                  | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422  | Wholesale trade, nondurable goods .....                                | 20                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224   | Grocery & related products whsle .....                                 | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229   | Miscellaneous nondurable goods whsle .....                             | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42291  | Farm supplies whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422910   | Farm supplies whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229101  | Farm supplies—farm dealers ...   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Manufacturers' sales branches and sales offices ...</b> |  | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422  | Wholesale trade, nondurable goods .....                                | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Agents, brokers, and commission merchants .....</b>     |  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>BALANCE OF BATH COUNTY, VA</b>                          |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42   | <b>Wholesale trade .....</b>   | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421  | Wholesale trade, durable goods .....                                   | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                          |  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>Manufacturers' sales branches and sales offices ...</b> |  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |

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| NAICS code                           | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF BEDFORD COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                            | <b>Wholesale trade .....</b>                               | <b>34</b>               | <b>281 936</b>  | <b>4 771</b>             | <b>1 005</b>                    | <b>170</b>  | <b>10 266</b>                | <b>13 855</b>                                  | <b>15 536</b>                                  |
| 421                                  | Wholesale trade, durable goods .....                       | 24                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                                 | Motor vehicle & motor vehicle parts & supplies whsle ..... | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                 | Machinery, equipment, & supplies whsle .....               | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                                 | Miscellaneous durable goods whsle ...                      | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                  | Wholesale trade, nondurable goods .....                    | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                                 | Petroleum & petroleum products whsle .....                 | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271                                | Petroleum bulk stations & terminals ..                     | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710                               | Petroleum bulk stations & terminals .....                  | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227101                              | Petroleum bulk stations & terminals (except LP) .....      | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                      | <b>Merchant wholesalers .....</b>                          | <b>24</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                  | Wholesale trade, durable goods .....                       | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                                 | Motor vehicle & motor vehicle parts & supplies whsle ..... | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                 | Machinery, equipment, & supplies whsle .....               | 4                       | 5 654           | 1 212                    | 270                             | 38  | 2 342                        | 932  | 944  |
|                                      | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                                  | Wholesale trade, nondurable goods .....                    | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227                                 | Petroleum & petroleum products whsle .....                 | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271                                | Petroleum bulk stations & terminals ..                     | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710                               | Petroleum bulk stations & terminals .....                  | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227101                              | Petroleum bulk stations & terminals (except LP) .....      | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                      | <b>Agents, brokers, and commission merchants .....</b>     | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF BLAND COUNTY, VA</b>   |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                            | <b>Wholesale trade .....</b>                               | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                  | Wholesale trade, durable goods .....                       | 4                       | 8 138           | 666                      | 130                             | 23  | 1 567                        | 1 743  | 1 510  |
| 4218                                 | Machinery, equipment, & supplies whsle .....               | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                  | Wholesale trade, nondurable goods .....                    | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222                                 | Drugs, & druggists' sundries whsle ....                    | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42221                                | Drugs, & druggists' sundries whsle ..                      | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422210                               | Drugs, & druggists' sundries whsle .....                   | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                                      | <b>Merchant wholesalers .....</b>                          | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                  | Wholesale trade, durable goods .....                       | 4                       | 8 138           | 666                      | 130                             | 23  | 1 567                        | 1 743  | 1 510  |
| 4218                                 | Machinery, equipment, & supplies whsle .....               | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                  | Wholesale trade, nondurable goods .....                    | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4222                                 | Drugs, & druggists' sundries whsle ....                    | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42221                                | Drugs, & druggists' sundries whsle ..                      | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422210                               | Drugs, & druggists' sundries whsle .....                   | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |

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| NAICS code                             | Geographic area, type of operation, and kind of business  | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF BOTETOURT COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                              | <b>Wholesale trade .....</b>                              | <b>34</b>               | <b>213 912</b>  | <b>12 524</b>            | <b>2 710</b>                    | <b>464</b>  | <b>23 010</b>                | <b>21 710</b>                                  | <b>22 836</b>                                  |
| 421                                    | Wholesale trade, durable goods .....                      | 23                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                                   | Motor vehicle & motor vehicle parts & supplies whsle..... | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                                  | Automobile & other motor vehicle whsle .....              | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110                                 | Automobile & other motor vehicle whsle .....              | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211105                                | Heavy truck & tractor (over 26,000 lb) whsle .....        | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                                   | Machinery, equipment, & supplies whsle .....              | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                    | Wholesale trade, nondurable goods .....                   | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4228                                   | Beer, wine, & distilled alcoholic beverage whsle.....     | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                                   | Miscellaneous nondurable goods whsle .....                | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42291                                  | Farm supplies whsle .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910                                 | Farm supplies whsle .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229102                                | Farm supplies—whsle distributors .....                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Merchant wholesalers .....</b>                         | <b>28</b>               | <b>185 838</b>  | <b>11 786</b>            | <b>2 554</b>                    | <b>432</b>  | <b>21 668</b>                | <b>19 229</b>                                  | <b>20 499</b>                                  |
| 421                                    | Wholesale trade, durable goods .....                      | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                                   | Motor vehicle & motor vehicle parts & supplies whsle..... | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                                  | Automobile & other motor vehicle whsle .....              | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110                                 | Automobile & other motor vehicle whsle .....              | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211105                                | Heavy truck & tractor (over 26,000 lb) whsle .....        | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                                   | Machinery, equipment, & supplies whsle .....              | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                    | Wholesale trade, nondurable goods .....                   | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229                                   | Miscellaneous nondurable goods whsle .....                | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42291                                  | Farm supplies whsle .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910                                 | Farm supplies whsle .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229102                                | Farm supplies—whsle distributors .....                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Manufacturers' sales branches and sales offices ..</b> | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|  | <b>Agents, brokers, and commission merchants .....</b>    | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                                    | Wholesale trade, nondurable goods .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>BALANCE OF BRUNSWICK COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                              | <b>Wholesale trade .....</b>                              | <b>7</b>                | <b>27 625</b>   | <b>1 349</b>             | <b>245</b>                      | <b>54</b>   | <b>2 521</b>                 | <b>810</b>                                     | <b>856</b>                                     |
| 421                                    | Wholesale trade, durable goods .....                      | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219                                   | Miscellaneous durable goods whsle ...                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42199                                  | Other miscellaneous durable goods whsle .....             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                                 | Other miscellaneous durable goods whsle .....             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                    | Wholesale trade, nondurable goods .....                   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Merchant wholesalers .....</b>                         | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                    | Wholesale trade, durable goods .....                      | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219                                   | Miscellaneous durable goods whsle ...                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42199                                  | Other miscellaneous durable goods whsle .....             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                                 | Other miscellaneous durable goods whsle .....             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                    | Wholesale trade, nondurable goods .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Agents, brokers, and commission merchants .....</b>    | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code  | Geographic area, type of operation, and kind of business               | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>BALANCE OF BUCHANAN COUNTY, VA</b>                     |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>   | <b>Wholesale trade .....</b>   | <b>34</b>               | <b>140 340</b>  | <b>8 708</b>             | <b>1 781</b>                    | <b>296</b>  | <b>20 668</b>                | <b>13 366</b>                      | <b>13 753</b>                      |
| 421   | Wholesale trade, durable goods .....                                   | 25                      | 78 509          | 5 332                    | 919                             | 179   | 11 544                       | 10 065                             | 10 365                             |
| 4215  | Metal & mineral (except petroleum) whsle .....                         | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218  | Machinery, equipment, & supplies whsle .....                           | 21                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42181   | Construction & mining (except petroleum) machinery & equip whsle ..... | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421810  | Construction & mining (except petroleum) machinery & equip whsle ..... | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                                | 9                       | 61 831          | 3 376                    | 862                             | 117   | 9 124                        | 3 301                              | 3 388                              |
| 4226  | Chemical & allied products whsle .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42269   | Other chemical & allied products whsle .....                           | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422690  | Other chemical & allied products whsle .....                           | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227  | Petroleum & petroleum products whsle .....                             | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419                              | 1 448                              |
| 42271   | Petroleum bulk stations & terminals .....                              | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419                              | 1 448                              |
| 422710  | Petroleum bulk stations & terminals .....                              | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419                              | 1 448                              |
| 4227101   | Petroleum bulk stations & terminals (except LP) .....                  | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419                              | 1 448                              |
| 42271011  | Petroleum bulk stations (except LP) .....                              | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>421</b>  | <b>Wholesale trade, durable goods .....</b>                            | <b>22</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 4215  | Metal & mineral (except petroleum) whsle .....                         | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218  | Machinery, equipment, & supplies whsle .....                           | 19                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42181   | Construction & mining (except petroleum) machinery & equip whsle ..... | 13                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421810  | Construction & mining (except petroleum) machinery & equip whsle ..... | 13                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                                | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4226  | Chemical & allied products whsle .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42269   | Other chemical & allied products whsle .....                           | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422690  | Other chemical & allied products whsle .....                           | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227  | Petroleum & petroleum products whsle .....                             | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419                              | 1 448                              |
| 42271   | Petroleum bulk stations & terminals .....                              | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419                              | 1 448                              |
| 422710  | Petroleum bulk stations & terminals .....                              | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419                              | 1 448                              |
| 4227101   | Petroleum bulk stations & terminals (except LP) .....                  | 4                       | 38 238          | 1 633                    | 415                             | 67  | 4 487                        | 1 419                              | 1 448                              |
| 42271011  | Petroleum bulk stations (except LP) .....                              | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>3</b>  | <b>D</b>   | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>1</b>  | <b>D</b>   | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>BALANCE OF BUCKINGHAM COUNTY, VA</b>                   |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>   | <b>Wholesale trade .....</b>   | <b>5</b>                | <b>6 595</b>    | <b>291</b>               | <b>45</b>                       | <b>16</b>   | <b>817</b>                   | <b>18</b>                          | <b>23</b>                          |
| 421   | Wholesale trade, durable goods .....                                   | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4219  | Miscellaneous durable goods whsle ...                                  | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42199   | Other miscellaneous durable goods whsle .....                          | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421990  | Other miscellaneous durable goods whsle .....                          | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>421</b>  | <b>Wholesale trade, durable goods .....</b>                            | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 4219  | Miscellaneous durable goods whsle ...                                  | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42199   | Other miscellaneous durable goods whsle .....                          | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421990  | Other miscellaneous durable goods whsle .....                          | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |



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| NAICS code                            | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---------------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF CAMPBELL COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                             | <b>Wholesale trade .....</b>                                    | <b>50</b>               | <b>548 704</b>  | <b>18 824</b>            | <b>4 349</b>                    | <b>660</b>  | <b>39 091</b>                | <b>45 112</b>                                  | <b>65 992</b>                                  |
| 421                                   | Wholesale trade, durable goods .....                            | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                                  | Motor vehicle & motor vehicle parts & supplies whsle .....      | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                                 | Automobile & other motor vehicle whsle .....                    | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42114                                 | Motor vehicle parts, (used) whsle ...                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                                  | Hardware, & plumbing & heating equipment & supplies whsle ..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                  | Machinery, equipment, & supplies whsle .....                    | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183                                 | Industrial machinery & equipment whsle .....                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                                  | Miscellaneous durable goods whsle ...                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                                 | Other miscellaneous durable goods whsle .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                   | Wholesale trade, nondurable goods .....                         | 17                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4222                                  | Drugs, & druggists' sundries whsle ....                         | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42221                                 | Drugs, & druggists' sundries whsle ..                           | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                                  | Grocery & related products whsle .....                          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                       | <b>Merchant wholesalers .....</b>                               | <b>47</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                   | Wholesale trade, durable goods .....                            | 30                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                                  | Motor vehicle & motor vehicle parts & supplies whsle .....      | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                                 | Automobile & other motor vehicle whsle .....                    | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42114                                 | Motor vehicle parts, (used) whsle ...                           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                                  | Hardware, & plumbing & heating equipment & supplies whsle ..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                  | Machinery, equipment, & supplies whsle .....                    | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219                                  | Miscellaneous durable goods whsle ...                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                                 | Other miscellaneous durable goods whsle .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                   | Wholesale trade, nondurable goods .....                         | 17                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4222                                  | Drugs, & druggists' sundries whsle ....                         | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42221                                 | Drugs, & druggists' sundries whsle ..                           | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                                  | Grocery & related products whsle .....                          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                       | <b>Agents, brokers, and commission merchants .....</b>          | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF CAROLINE COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                             | <b>Wholesale trade .....</b>                                    | <b>16</b>               | <b>27 842</b>   | <b>1 976</b>             | <b>461</b>                      | <b>74</b>   | <b>5 987</b>                 | <b>1 441</b>                                   | <b>1 938</b>                                   |
| 421                                   | Wholesale trade, durable goods .....                            | 12                      | 13 260          | 1 204                    | 303                             | 55  | 3 615                        | 993  | 1 318  |
| 4219                                  | Miscellaneous durable goods whsle ...                           | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                   | Wholesale trade, nondurable goods .....                         | 4                       | 14 582          | 772                      | 158                             | 19  | 2 372                        | 448  | 620  |
| 4227                                  | Petroleum & petroleum products whsle .....                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271                                 | Petroleum bulk stations & terminals .                           | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710                                | Petroleum bulk stations & terminals .....                       | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                       | <b>Merchant wholesalers .....</b>                               | <b>16</b>               | <b>27 842</b>   | <b>1 976</b>             | <b>461</b>                      | <b>74</b>   | <b>5 987</b>                 | <b>1 441</b>                                   | <b>1 938</b>                                   |
| 421                                   | Wholesale trade, durable goods .....                            | 12                      | 13 260          | 1 204                    | 303                             | 55  | 3 615                        | 993  | 1 318  |
| 4219                                  | Miscellaneous durable goods whsle ...                           | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                   | Wholesale trade, nondurable goods .....                         | 4                       | 14 582          | 772                      | 158                             | 19  | 2 372                        | 448  | 620  |
| 4227                                  | Petroleum & petroleum products whsle .....                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code  | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF CARROLL COUNTY, VA</b>                      |  |                         |                  |                          |                                 |   |                              |  |  |
| 42  | <b>Wholesale trade .....</b>                               | <b>25</b>               | <b>42 912</b>    | <b>3 220</b>             | <b>731</b>                      | <b>164</b>  | <b>7 460</b>                 | <b>1 084</b>                                   | <b>1 081</b>                                   |
| 421   | Wholesale trade, durable goods .....                       | 12                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                    | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                     | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                  |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                       | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                    | 12                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                     | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                  |                          |                                 |   |                              |  |  |
|   |  | <b>1</b>                | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                  |                          |                                 |   |                              |  |  |
|   |  | <b>1</b>                | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF CHARLES CITY COUNTY, VA</b>                 |  |                         |                  |                          |                                 |   |                              |  |  |
| 42  | <b>Wholesale trade .....</b>                               | <b>1</b>                | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                  |                          |                                 |   |                              |  |  |
|   |  | <b>1</b>                | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF CHARLOTTE COUNTY, VA</b>                    |  |                         |                  |                          |                                 |   |                              |  |  |
| 42  | <b>Wholesale trade .....</b>                               | <b>10</b>               | <b>18 361</b>    | <b>2 382</b>             | <b>535</b>                      | <b>108</b>  | <b>4 752</b>                 | <b>1 397</b>                                   | <b>1 524</b>                                   |
| 421   | Wholesale trade, durable goods .....                       | 5                       | 10 986           | 1 842                    | 371                             | 67  | 3 463                        | 610  | 651  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                    | 5                       | 7 375            | 540                      | 164                             | 41  | 1 289                        | 787  | 873  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                  |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                       | 5                       | 10 986           | 1 842                    | 371                             | 67  | 3 463                        | 610  | 651  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                    | 5                       | 7 375            | 540                      | 164                             | 41  | 1 289                        | 787  | 873  |
| <b>BALANCE OF CHESTERFIELD COUNTY, VA</b>                 |  |                         |                  |                          |                                 |   |                              |  |  |
| 42  | <b>Wholesale trade .....</b>                               | <b>372</b>              | <b>1 447 492</b> | <b>116 289</b>           | <b>25 995</b>                   | <b>3 154</b>  | <b>214 024</b>               | <b>91 016</b>                                  | <b>98 824</b>                                  |
| 421   | Wholesale trade, durable goods .....                       | 286                     | 1 066 946        | 94 532                   | 21 003                          | 2 586   | 169 607                      | 73 979   | 82 250   |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 22                      | 119 767          | 8 073                    | 1 990                           | 407   | 17 157                       | 16 152   | 16 110   |
| 42111   | Automobile & other motor vehicle whsle .....               | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421110  | Automobile & other motor vehicle whsle .....               | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211105   | Heavy truck & tractor (over 26,000 lb) whsle .....         | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112   | Motor vehicle supplies & new parts whsle .....             | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421120  | Motor vehicle supplies & new parts whsle .....             | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211202   | Motor vehicle supplies & new parts—jobbers .....           | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42114   | Motor vehicle parts, (used) whsle ...                      | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421140  | Motor vehicle parts, (used) whsle .                        | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212  | Furniture & home furnishings whsle ...                     | 13                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42121   | Furniture whsle .....                                      | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421210  | Furniture whsle .....                                      | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212101   | Household & lawn furniture whsle .....                     | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                                     | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>BALANCE OF CHESTERFIELD COUNTY, VA—Con.</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                                      | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421  | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4213   | Lumber & other construction materials whsle .....                       | 15                      | 123 187         | 6 745                    | 1 478                           | 185   | 11 918                       | 6 044                              | 6 418                              |
| 42131  | Lumber, plywood, millwork, & wood panel whsle .....                     | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421310   | Lumber, plywood, millwork, & wood panel whsle .....                     | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213101  | Lumber without yard whsle .....   | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42132  | Brick, stone, & related construction materials whsle .....              | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421320   | Brick, stone, & related construction materials whsle .....              | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42133  | Roofing, siding, & insulation material whsle .....                      | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421330   | Roofing, siding, & insulation material whsle .....                      | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4213301  | Roofing, siding, & insulation material whsle .....                      | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42139  | Other construction materials whsle ..                                   | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421390   | Other construction materials whsle .....                                | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4213902  | Other construction materials whsle .....                                | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4214   | Professional & commercial equipment & supplies whsle .....              | 58                      | 126 516         | 17 262                   | 3 388                           | 421   | 30 898                       | 5 825                              | 7 758                              |
| 42143  | Computer & computer peripheral equipment & software whsle .....         | 17                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421430   | Computer & computer peripheral equipment & software whsle .....         | 17                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4214301  | Computer & peripheral equipment whsle .....                             | 12                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214302  | Computer software (packaged) whsle .....                                | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42144  | Other commercial equipment whsle ..                                     | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421440   | Other commercial equipment whsle .....                                  | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42145  | Medical, dental, & hospital equipment & supplies whsle .....            | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421450   | Medical, dental, & hospital equipment & supplies whsle .....            | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4214501  | Surgical, medical, & hospital supplies whsle .....                      | 15                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215   | Metal & mineral (except petroleum) whsle .....                          | 15                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151  | Metal service centers & offices .....                                   | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421510   | Metal service centers & offices ..                                      | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215101  | Ferrous metal service centers & sales offices .....                     | 10                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151011                                       | Ferrous metal service centers .....                                     | 5                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42151012                                       | Ferrous metal sales offices ..  | 5                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4216   | Electrical goods whsle .....  | 49                      | 227 562         | 20 743                   | 4 490                           | 435   | 35 175                       | 10 466                             | 12 002                             |
| 42161  | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 31                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 421610   | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 31                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42169  | Other electronic parts & equipment whsle .....                          | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421690   | Other electronic parts & equipment whsle .....                          | 16                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4216901  | Communications equipment & supplies whsle .....                         | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4216902  | Electronic parts (excluding communications equipment) whsle .....       | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whsle .....         | 22                      | 48 241          | 3 495                    | 925                             | 94  | 6 857                        | 3 468                              | 3 956                              |
| 42172  | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421720   | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42173  | Warm air heating & air-conditioning equipment & supplies whsle .....    | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421730   | Warm air heating & air-conditioning equipment & supplies whsle .....    | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business                  | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>BALANCE OF CHESTERFIELD COUNTY, VA—Con.</b>                            |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 421        | Wholesale trade, durable goods—Con.                                       |                         |                 |                          |                                 |   |                              |  |  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                          | 75                      | 260 379         | 27 225                   | 6 110                           | 693   | 45 590                       | 19 784   | 23 685   |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle . . . . .                          | 40                      | 134 108         | 15 995                   | 3 574                           | 376   | 25 829                       | 8 261  | 9 863  |
| 421830     | Industrial machinery & equipment whsle . . . . .                          | 40                      | 134 108         | 15 995                   | 3 574                           | 376   | 25 829                       | 8 261  | 9 863  |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . . | 7                       | 21 869          | 2 013                    | 481                             | 44  | 3 026                        | 336  | 344  |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle . . . . .      | 4                       | 14 765          | 1 614                    | 396                             | 32  | 2 087                        | 321  | 319  |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .          | 15                      | 67 436          | 8 077                    | 1 769                           | 203   | 11 935                       | 5 574  | 6 971  |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                    | 13                      | 39 475          | 5 369                    | 1 185                           | 117   | 9 993                        | 2 254  | 2 438  |
| 42184      | Industrial supplies whsle . . . . .                                       | 15                      | 82 249          | 5 601                    | 1 266                           | 115   | 8 605                        | 4 447  | 6 067  |
| 421840     | Industrial supplies whsle . . . . .                                       | 15                      | 82 249          | 5 601                    | 1 266                           | 115   | 8 605                        | 4 447  | 6 067  |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                    | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218404    | Industrial containers & supplies whsle . . . . .                          | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42185      | Service establishment equipment & supplies whsle . . . . .                | 8                       | 15 421          | 2 629                    | 627                             | 110   | 4 719                        | 1 884  | 1 474  |
| 421850     | Service establishment equipment & supplies whsle . . . . .                | 8                       | 15 421          | 2 629                    | 627                             | 110   | 4 719                        | 1 884  | 1 474  |
| 4218501    | Beauty & barber shop equipment & supplies whsle . . . . .                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219       | Miscellaneous durable goods whsle . . . . .                               | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42199      | Other miscellaneous durable goods whsle . . . . .                         | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990     | Other miscellaneous durable goods whsle . . . . .                         | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                               | 86                      | 380 546         | 21 757                   | 4 992                           | 568   | 44 417                       | 17 037   | 16 574   |
| 4221       | Paper & paper product whsle . . . . .                                     | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42212      | Stationery & office supplies whsle . . . . .                              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422120     | Stationery & office supplies whsle . . . . .                              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                           | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . . .                                | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226       | Chemical & allied products whsle . . . . .                                | 25                      | 133 922         | 12 168                   | 2 750                           | 258   | 22 092                       | 8 994  | 9 336  |
| 42269      | Other chemical & allied products whsle . . . . .                          | 18                      | 118 374         | 10 738                   | 2 463                           | 221   | 19 363                       | 7 812  | 7 941  |
| 422690     | Other chemical & allied products whsle . . . . .                          | 18                      | 118 374         | 10 738                   | 2 463                           | 221   | 19 363                       | 7 812  | 7 941  |
| 4226902    | Other chemical & allied products whsle . . . . .                          | 18                      | 118 374         | 10 738                   | 2 463                           | 221   | 19 363                       | 7 812  | 7 941  |
| 4227       | Petroleum & petroleum products whsle . . . . .                            | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271      | Petroleum bulk stations & terminals . . . . .                             | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710     | Petroleum bulk stations & terminals . . . . .                             | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                 | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                            | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42291      | Farm supplies whsle . . . . .   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910     | Farm supplies whsle . . . . .   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                                     | <b>268</b>              | <b>803 152</b>  | <b>88 186</b>            | <b>20 316</b>                   | <b>2 592</b>  | <b>166 447</b>               | <b>85 417</b>                                  | <b>93 311</b>                                  |
| 421        | Wholesale trade, durable goods . . . . .                                  | 209                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .            | 19                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle . . . . .                          | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle . . . . .                          | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle . . . . .                    | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                        | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                        | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211202    | Motor vehicle supplies & new parts—jobbers . . . . .                      | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle . . . . .                               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle . . . . .                               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF CHESTERFIELD COUNTY, VA—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>               |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Wholesale trade, durable goods—Con.</b>     |   |                         |                 |                          |                                 |   |                              |  |  |
| 421  | Furniture & home furnishings whsle . . .                                    | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4212   | Furniture whsle . . . . .   | 5                       | 16 343          | 1 908                    | 468                             | 87  | 4 400                        | 2 603  | 2 726  |
| 421210   | Furniture whsle . . . . .   | 5                       | 16 343          | 1 908                    | 468                             | 87  | 4 400                        | 2 603  | 2 726  |
| 4212101  | Household & lawn furniture whsle . . . . .                                  | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whsle . . . . .                       | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42131  | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421310   | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42132  | Brick, stone, & related construction materials whsle . . . . .              | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421320   | Brick, stone, & related construction materials whsle . . . . .              | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42139  | Other construction materials whsle . . . . .                                | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421390   | Other construction materials whsle . . . . .                                | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213902  | Other construction materials whsle . . . . .                                | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214   | Professional & commercial equipment & supplies whsle . . . . .              | 46                      | 84 502          | 13 554                   | 2 825                           | 370   | 25 331                       | 5 340  | 7 270  |
| 42143  | Computer & computer peripheral equipment & software whsle . . . . .         | 14                      | 27 391          | 5 043                    | 971                             | 114   | 8 203                        | 950  | 1 391  |
| 421430   | Computer & computer peripheral equipment & software whsle . . . . .         | 14                      | 27 391          | 5 043                    | 971                             | 114   | 8 203                        | 950  | 1 391  |
| 4214302  | Computer software (packaged) whsle . . . . .                                | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42144  | Other commercial equipment whsle . . . . .                                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421440   | Other commercial equipment whsle . . . . .                                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42145  | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421450   | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214501  | Surgical, medical, & hospital supplies whsle . . . . .                      | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215   | Metal & mineral (except petroleum) whsle . . . . .                          | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151  | Metal service centers & offices . . . . .                                   | 7                       | 32 537          | 4 568                    | 1 043                           | 120   | 7 601                        | 4 205  | 4 261  |
| 421510   | Metal service centers & offices . . . . .                                   | 7                       | 32 537          | 4 568                    | 1 043                           | 120   | 7 601                        | 4 205  | 4 261  |
| 4215101  | Ferrous metal service centers & sales offices . . . . .                     | 7                       | 32 537          | 4 568                    | 1 043                           | 120   | 7 601                        | 4 205  | 4 261  |
| 4216   | Electrical goods whsle . . . . .  | 26                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42161  | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 13                      | 68 282          | 8 713                    | 2 286                           | 202   | 16 003                       | 8 131  | 8 272  |
| 421610   | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 13                      | 68 282          | 8 713                    | 2 286                           | 202   | 16 003                       | 8 131  | 8 272  |
| 42169  | Other electronic parts & equipment whsle . . . . .                          | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421690   | Other electronic parts & equipment whsle . . . . .                          | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4216901  | Communications equipment & supplies whsle . . . . .                         | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                            | 59                      | 165 672         | 21 677                   | 5 092                           | 606   | 36 583                       | 18 537   | 22 293   |
| 42182  | Farm & garden machinery & equipment whsle . . . . .                         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820   | Farm & garden machinery & equipment whsle . . . . .                         | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218202  | Farm machinery & equipment—whsle distributors . . . . .                     | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183  | Industrial machinery & equipment whsle . . . . .                            | 29                      | 78 451          | 10 751                   | 2 635                           | 296   | 17 288                       | 7 800  | 9 219  |
| 421830   | Industrial machinery & equipment whsle . . . . .                            | 29                      | 78 451          | 10 751                   | 2 635                           | 296   | 17 288                       | 7 800  | 9 219  |
| 4218302  | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .   | 4                       | 13 261          | 1 666                    | 396                             | 37  | 2 389                        | 336  | 344  |
| 4218303  | General-purpose industrial machinery & equipment whsle . . . . .            | 10                      | 36 495          | 5 483                    | 1 340                           | 163   | 7 778                        | 5 172  | 6 392  |
| 4218307  | Other industrial machinery & equipment whsle . . . . .                      | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184  | Industrial supplies whsle . . . . .   | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421840   | Industrial supplies whsle . . . . .   | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42185  | Service establishment equipment & supplies whsle . . . . .                  | 8                       | 15 421          | 2 629                    | 627                             | 110   | 4 719                        | 1 884  | 1 474  |
| 421850   | Service establishment equipment & supplies whsle . . . . .                  | 8                       | 15 421          | 2 629                    | 627                             | 110   | 4 719                        | 1 884  | 1 474  |
| 4218501  | Beauty & barber shop equipment & supplies whsle . . . . .                   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle . . . . .                                 | 14                      | D               | D                        | D                               | b   | D                            | D  | D  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code   | Geographic area, type of operation, and kind of business                  | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF CHESTERFIELD COUNTY, VA—Con.</b>                 |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                               |   |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                                 | 59                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . .                                  | 17                      | 86 260          | 7 191                    | 1 616                           | 173   | 13 768                       | 8 926  | 9 319  |
| 42269  | Other chemical & allied products whsle . . . .                            | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle . . . .                            | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226902  | Other chemical & allied products whsle . . . .                            | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . .                              | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . .                              | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42291  | Farm supplies whsle . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910   | Farm supplies whsle . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices . . . .</b> |   | <b>28</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                                  | 17                      | 93 245          | 3 064                    | 669                             | 61  | 5 232                        | 1 472  | 1 604  |
| 4218   | Machinery, equipment, & supplies whsle . . . .                            | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183  | Industrial machinery & equipment whsle . . . .                            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830   | Industrial machinery & equipment whsle . . . .                            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184  | Industrial supplies whsle . . . . .                                       | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421840   | Industrial supplies whsle . . . . .                                       | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . .                                 | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . .                                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle . . . .                            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690   | Other chemical & allied products whsle . . . .                            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . .                              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals . . . .                               | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422710   | Petroleum bulk stations & terminals . . . .                               | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants . . . .</b>       |   | <b>76</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                                  | 60                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whsle . . . .                       | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42133  | Roofing, siding, & insulation material whsle . . . .                      | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421330   | Roofing, siding, & insulation material whsle . . . .                      | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213301  | Roofing, siding, & insulation material whsle . . . .                      | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4214   | Professional & commercial equipment & supplies whsle . . . .              | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42145  | Medical, dental, & hospital equipment & supplies whsle . . . .            | 6                       | 32 616          | 3 213                    | 448                             | 36  | 4 669                        | 116  | 108  |
| 421450   | Medical, dental, & hospital equipment & supplies whsle . . . .            | 6                       | 32 616          | 3 213                    | 448                             | 36  | 4 669                        | 116  | 108  |
| 4214501  | Surgical, medical, & hospital supplies whsle . . . .                      | 6                       | 32 616          | 3 213                    | 448                             | 36  | 4 669                        | 116  | 108  |
| 4216   | Electrical goods whsle . . . . .  | 19                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42161  | Electrical apparatus & equip, wiring supp, & const material whsle . . . . | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 421610   | Electrical apparatus & equip, wiring supp, & const material whsle . . . . | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169  | Other electronic parts & equipment whsle . . . .                          | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421690   | Other electronic parts & equipment whsle . . . .                          | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whsle . . . .         | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173  | Warm air heating & air-conditioning equipment & supplies whsle . . . .    | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421730   | Warm air heating & air-conditioning equipment & supplies whsle . . . .    | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . .                            | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183  | Industrial machinery & equipment whsle . . . .                            | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830   | Industrial machinery & equipment whsle . . . .                            | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218303  | General-purpose industrial machinery & equipment whsle . . . .            | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218307  | Other industrial machinery & equipment whsle . . . .                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle . . . .                                 | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>BALANCE OF CHESTERFIELD COUNTY, VA—Con.</b>             |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Agents, brokers, and commission merchants—Con.</b>      |                         |                 |                          |                                 |   |                              |  |  |
| 422        | Wholesale trade, nondurable goods . . . .                  | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>BALANCE OF CLARKE COUNTY, VA</b>                        |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                           | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                   | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . .                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                      | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                   | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . .                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224       | Grocery & related products whsle . . . .                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249      | Other grocery & related products whsle . . . . .           | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>BALANCE OF CRAIG COUNTY, VA</b>                         |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                           | <b>3</b>                | <b>484</b>      | <b>145</b>               | <b>36</b>                       | <b>5</b>  | <b>193</b>                   | <b>98</b>                                      | <b>95</b>                                      |
|            | <b>Merchant wholesalers . . . . .</b>                      | <b>3</b>                | <b>484</b>      | <b>145</b>               | <b>36</b>                       | <b>5</b>  | <b>193</b>                   | <b>98</b>                                      | <b>95</b>                                      |
|            | <b>BALANCE OF CULPEPER COUNTY, VA</b>                      |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                           | <b>14</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                   | 11                      | 22 463          | 2 564                    | 618                             | 94  | 4 044                        | 3 208  | 3 218  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .           | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42185      | Service establishment equipment & supplies whsle . . . . . | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                      | <b>11</b>               | <b>18 732</b>   | <b>2 921</b>             | <b>691</b>                      | <b>103</b>  | <b>4 450</b>                 | <b>3 567</b>                                   | <b>3 589</b>                                   |
| 421        | Wholesale trade, durable goods . . . . .                   | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .           | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b> | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421        | Wholesale trade, durable goods . . . . .                   | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .           | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>BALANCE OF CUMBERLAND COUNTY, VA</b>                    |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                           | <b>6</b>                | <b>2 097</b>    | <b>284</b>               | <b>64</b>                       | <b>22</b>   | <b>602</b>                   | <b>225</b>                                     | <b>217</b>                                     |
|            | <b>Merchant wholesalers . . . . .</b>                      | <b>6</b>                | <b>2 097</b>    | <b>284</b>               | <b>64</b>                       | <b>22</b>   | <b>602</b>                   | <b>225</b>                                     | <b>217</b>                                     |
|            | <b>BALANCE OF DICKENSON COUNTY, VA</b>                     |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                           | <b>6</b>                | <b>4 696</b>    | <b>1 217</b>             | <b>314</b>                      | <b>30</b>   | <b>1 409</b>                 | <b>991</b>                                     | <b>1 020</b>                                   |
| 421        | Wholesale trade, durable goods . . . . .                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                      | <b>6</b>                | <b>4 696</b>    | <b>1 217</b>             | <b>314</b>                      | <b>30</b>   | <b>1 409</b>                 | <b>991</b>                                     | <b>1 020</b>                                   |
| 421        | Wholesale trade, durable goods . . . . .                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF DINWIDDIE COUNTY, VA</b>                    |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>                              | <b>9</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223  | Apparel, piece goods, & notions whsle.                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42232   | Men's & boys' clothing & furnishings whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422320  | Men's & boys' clothing & furnishings whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42292   | Book, periodical, & newspaper whsle .....                 | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422920  | Book, periodical, & newspaper whsle .....                 | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>421</b>  | <b>Wholesale trade, durable goods .....</b>               | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422   | Wholesale trade, nondurable goods .....                   | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4223  | Apparel, piece goods, & notions whsle.                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42232   | Men's & boys' clothing & furnishings whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422320  | Men's & boys' clothing & furnishings whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42292   | Book, periodical, & newspaper whsle .....                 | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422920  | Book, periodical, & newspaper whsle .....                 | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| <b>BALANCE OF ESSEX COUNTY, VA</b>                        |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>                              | <b>7</b>                | <b>21 395</b>   | <b>1 185</b>             | <b>258</b>                      | <b>46</b>   | <b>2 692</b>                 | <b>3 729</b>                                   | <b>4 254</b>                                   |
| 421   | Wholesale trade, durable goods .....                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....              | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182   | Farm & garden machinery & equipment whsle .....           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820  | Farm & garden machinery & equipment whsle .....           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218201   | Farm machinery & equipment—farm dealers .....             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                   | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>421</b>  | <b>Wholesale trade, durable goods .....</b>               | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 4218  | Machinery, equipment, & supplies whsle .....              | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182   | Farm & garden machinery & equipment whsle .....           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421820  | Farm & garden machinery & equipment whsle .....           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218201   | Farm machinery & equipment—farm dealers .....             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                   | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>1</b>  | <b>Manufacturers' sales branches and sales offices ..</b> | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |



Table 7. Summary Statistics for Places: 1997—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                           | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)   | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------------------------|---|-------------------------|-------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF FAIRFAX COUNTY, VA</b> |   |                         |                   |                          |                                 |   |                              |  |  |
| <b>42</b>                            | <b>Wholesale trade .....</b>  | <b>1 055</b>            | <b>13 168 743</b> | <b>860 273</b>           | <b>216 359</b>                  | <b>17 033</b>   | <b>1 570 172</b>             | <b>399 815</b>                                 | <b>421 620</b>                                 |
| 421                                  | Wholesale trade, durable goods .....                                    | 763                     | 10 059 444        | 676 797                  | 171 091                         | 12 472  | 1 228 318                    | 299 404  | 320 045  |
| 4211                                 | Motor vehicle & motor vehicle parts & supplies whsle.....               | 46                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 42111                                | Automobile & other motor vehicle whsle .....                            | 11                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42112                                | Motor vehicle supplies & new parts whsle .....                          | 22                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42114                                | Motor vehicle parts, (used) whsle ...                                   | 9                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4212                                 | Furniture & home furnishings whsle ...                                  | 54                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42121                                | Furniture whsle .....   | 28                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42122                                | Home furnishings whsle .....  | 26                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4213                                 | Lumber & other construction materials whsle .....                       | 36                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42131                                | Lumber, plywood, millwork, & wood panel whsle .....                     | 12                      | 76 016            | 6 646                    | 1 189                           | 132   | 11 036                       | 4 431  | 4 951  |
| 42132                                | Brick, stone, & related construction materials whsle .....              | 8                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42133                                | Roofing, siding, & insulation material whsle .....                      | 5                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42139                                | Other construction materials whsle ..                                   | 11                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4214                                 | Professional & commercial equipment & supplies whsle .....              | 255                     | 4 256 093         | 414 288                  | 110 193                         | 6 878   | 759 098                      | 164 198  | 169 837  |
| 42141                                | Photographic equipment & supplies whsle .....                           | 5                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42142                                | Office equipment whsle .....  | 22                      | D                 | D                        | D                               | g   | D                            | D  | D  |
| 42143                                | Computer & computer peripheral equipment & software whsle .....         | 167                     | 3 694 408         | 307 658                  | 80 427                          | 4 753   | 561 153                      | 128 411  | 134 005  |
| 42144                                | Other commercial equipment whsle .                                      | 13                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42145                                | Medical, dental, & hospital equipment & supplies whsle .....            | 28                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42149                                | Other professional equipment & supplies whsle .....                     | 14                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4215                                 | Metal & mineral (except petroleum) whsle .....                          | 9                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42151                                | Metal service centers & offices .....                                   | 8                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 4216                                 | Electrical goods whsle .....  | 143                     | D                 | D                        | D                               | h   | D                            | D  | D  |
| 42161                                | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 22                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 42162                                | Electrical appliance, television & radio set whsle .....                | 16                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42169                                | Other electronic parts & equipment whsle .....                          | 105                     | D                 | D                        | D                               | g   | D                            | D  | D  |
| 4217                                 | Hardware, & plumbing & heating equipment & supplies whsle .....         | 61                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 42171                                | Hardware whsle .....  | 28                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42172                                | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 13                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42173                                | Warm air heating & air-conditioning equipment & supplies whsle .....    | 19                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4218                                 | Machinery, equipment, & supplies whsle .....                            | 96                      | D                 | D                        | D                               | f   | D                            | D  | D  |
| 42181                                | Construction & mining (except petroleum) machinery & equip whsle .....  | 4                       | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42183                                | Industrial machinery & equipment whsle .....                            | 42                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42184                                | Industrial supplies whsle .....   | 12                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42185                                | Service establishment equipment & supplies whsle.....                   | 21                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42186                                | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 15                      | D                 | D                        | D                               | c   | D                            | D  | D  |
| 4219                                 | Miscellaneous durable goods whsle ...                                   | 63                      | D                 | D                        | D                               | e   | D                            | D  | D  |
| 42191                                | Sporting & recreational goods & supplies whsle.....                     | 12                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42192                                | Toy & hobby goods & supplies whsle .....                                | 14                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42193                                | Recyclable material whsle .....   | 9                       | D                 | D                        | D                               | c   | D                            | D  | D  |
| 42194                                | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | 15                      | D                 | D                        | D                               | b   | D                            | D  | D  |
| 42199                                | Other miscellaneous durable goods whsle .....                           | 13                      | D                 | D                        | D                               | a   | D                            | D  | D  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                                | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF FAIRFAX COUNTY, VA—Con.</b> |  |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>                                 | <b>Wholesale trade—Con.</b>  |                         |                  |                          |                                 |   |                              |  |  |
| 422                                       | Wholesale trade, nondurable goods . . . . .                                | 292                     | 3 109 299        | 183 476                  | 45 268                          | 4 561   | 341 854                      | 100 411  | 101 575  |
| 4221                                      | Paper & paper product whsle . . . . .                                      | 38                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42212                                     | Stationery & office supplies whsle . . . . .                               | 29                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4222                                      | Drugs, & druggists' sundries whsle . . . . .                               | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42221                                     | Drugs, & druggists' sundries whsle . . . . .                               | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4223                                      | Apparel, piece goods, & notions whsle . . . . .                            | 27                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42233                                     | Women's, children's, & infants' clothing & accessories whsle . . . . .     | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224                                      | Grocery & related products whsle . . . . .                                 | 76                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 42241                                     | General-line grocery whsle . . . . .                                       | 13                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42243                                     | Dairy products, (except dried or canned) whsle . . . . .                   | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42247                                     | Meat & meat product whsle . . . . .  | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42249                                     | Other grocery & related products whsle . . . . .                           | 30                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 4226                                      | Chemical & allied products whsle . . . . .                                 | 22                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42269                                     | Other chemical & allied products whsle . . . . .                           | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4227                                      | Petroleum & petroleum products whsle . . . . .                             | 12                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42271                                     | Petroleum bulk stations & terminals . . . . .                              | 7                       | 572 831          | 11 095                   | 3 225                           | 228   | 24 685                       | 36 250   | 39 372   |
| 42272                                     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 5                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 4228                                      | Beer, wine, & distilled alcoholic beverage whsle . . . . .                 | 20                      | 477 787          | 32 789                   | 7 144                           | 765   | 69 043                       | 26 678   | 19 326   |
| 42281                                     | Beer & ale whsle . . . . .   | 7                       | 341 924          | 19 181                   | 4 379                           | 474   | 46 744                       | 9 259  | 5 980  |
| 42282                                     | Wine & distilled alcoholic beverage whsle . . . . .                        | 13                      | 135 863          | 13 608                   | 2 765                           | 291   | 22 299                       | 17 419   | 13 346   |
| 4229                                      | Miscellaneous nondurable goods whsle . . . . .                             | 80                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42292                                     | Book, periodical, & newspaper whsle . . . . .                              | 17                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42293                                     | Flower, nursery stock, & florists' supplies whsle . . . . .                | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42294                                     | Tobacco & tobacco product whsle . . . . .                                  | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42295                                     | Paint, varnish, & supplies whsle . . . . .                                 | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42299                                     | Other miscellaneous nondurable goods whsle . . . . .                       | 46                      | 55 413           | 5 476                    | 1 299                           | 155   | 10 497                       | 2 890  | 3 220  |
|   | <b>Merchant wholesalers . . . . .</b>                                      | <b>844</b>              | <b>4 949 003</b> | <b>492 703</b>           | <b>116 877</b>                  | <b>11 272</b>   | <b>968 615</b>               | <b>280 553</b>                                 | <b>296 911</b>                                 |
| 421                                       | Wholesale trade, durable goods . . . . .                                   | 613                     | 3 869 842        | 406 937                  | 98 848                          | 8 816   | 797 846                      | 220 627  | 239 209  |
| 4211                                      | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 43                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42111                                     | Automobile & other motor vehicle whsle . . . . .                           | 8                       | 88 600           | 3 989                    | 1 059                           | 143   | 11 857                       | 9 498  | 10 189   |
| 42112                                     | Motor vehicle supplies & new parts whsle . . . . .                         | 22                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42114                                     | Motor vehicle parts, (used) whsle . . . . .                                | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212                                      | Furniture & home furnishings whsle . . . . .                               | 41                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42121                                     | Furniture whsle . . . . .  | 19                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42122                                     | Home furnishings whsle . . . . .   | 22                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213                                      | Lumber & other construction materials whsle . . . . .                      | 24                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42131                                     | Lumber, plywood, millwork, & wood panel whsle . . . . .                    | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42139                                     | Other construction materials whsle . . . . .                               | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4214                                      | Professional & commercial equipment & supplies whsle . . . . .             | 203                     | 2 495 744        | 226 140                  | 59 346                          | 4 473   | 457 781                      | 99 301   | 102 804  |
| 42142                                     | Office equipment whsle . . . . .   | 18                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42143                                     | Computer & computer peripheral equipment & software whsle . . . . .        | 136                     | 2 219 398        | 180 223                  | 48 054                          | 3 246   | 368 512                      | 70 984   | 74 760   |
| 42144                                     | Other commercial equipment whsle . . . . .                                 | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42145                                     | Medical, dental, & hospital equipment & supplies whsle . . . . .           | 21                      | 85 199           | 13 559                   | 3 226                           | 261   | 24 219                       | 9 103  | 7 056  |
| 42149                                     | Other professional equipment & supplies whsle . . . . .                    | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4215                                      | Metal & mineral (except petroleum) whsle . . . . .                         | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42151                                     | Metal service centers & offices . . . . .                                  | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code                                | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF FAIRFAX COUNTY, VA—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>          |   |                         |                 |                          |                                 |   |                              |  |  |
| 421                                       | Wholesale trade, durable goods—Con.                                     |                         |                 |                          |                                 |   |                              |  |  |
| 4216                                      | Electrical goods whsle .....  | 100                     | D               | D                        | D                               | g   | D                            | D  | D  |
| 42161                                     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42162                                     | Electrical appliance, television & radio set whsle .....                | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42169                                     | Other electronic parts & equipment whsle .....                          | 72                      | D               | D                        | D                               | g   | D                            | D  | D  |
| 4217                                      | Hardware, & plumbing & heating equipment & supplies whsle .....         | 49                      | 106 658         | 12 807                   | 3 096                           | 504   | 23 721                       | 15 854   | 15 713   |
| 42171                                     | Hardware whsle .....  | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42172                                     | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42173                                     | Warm air heating & air-conditioning equipment & supplies whsle .....    | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                      | Machinery, equipment, & supplies whsle .....                            | 90                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42181                                     | Construction & mining (except petroleum) machinery & equip whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183                                     | Industrial machinery & equipment whsle .....                            | 39                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42184                                     | Industrial supplies whsle .....   | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42185                                     | Service establishment equipment & supplies whsle.....                   | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42186                                     | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 13                      | 63 240          | 5 063                    | 1 014                           | 100   | 9 277                        | 5 638  | 5 319  |
| 4219                                      | Miscellaneous durable goods whsle ...                                   | 54                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42191                                     | Sporting & recreational goods & supplies whsle.....                     | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42192                                     | Toy & hobby goods & supplies whsle .....                                | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193                                     | Recyclable material whsle .....   | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42194                                     | Jewelry/watch/silverware/precious stone, & precious metal whsle .....   | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                                     | Other miscellaneous durable goods whsle .....                           | 10                      | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                       | Wholesale trade, nondurable goods .....                                 | 231                     | 1 079 161       | 85 766                   | 18 029                          | 2 456   | 170 769                      | 59 926   | 57 702   |
| 4221                                      | Paper & paper product whsle .....                                       | 25                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42212                                     | Stationery & office supplies whsle ...                                  | 18                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4223                                      | Apparel, piece goods, & notions whsle ..                                | 22                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                                      | Grocery & related products whsle .....                                  | 66                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42241                                     | General-line grocery whsle .....  | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42243                                     | Dairy products, (except dried or canned) whsle .....                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249                                     | Other grocery & related products whsle .....                            | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4226                                      | Chemical & allied products whsle .....                                  | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42269                                     | Other chemical & allied products whsle .....                            | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                                      | Petroleum & petroleum products whsle .....                              | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42271                                     | Petroleum bulk stations & terminals ..                                  | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4228                                      | Beer, wine, & distilled alcoholic beverage whsle .....                  | 18                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 42281                                     | Beer & ale whsle.....   | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42282                                     | Wine & distilled alcoholic beverage whsle .....                         | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4229                                      | Miscellaneous nondurable goods whsle .....                              | 65                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42292                                     | Book, periodical, & newspaper whsle .....                               | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42293                                     | Flower, nursery stock, & florists' supplies whsle.....                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42299                                     | Other miscellaneous nondurable goods whsle .....                        | 40                      | D               | D                        | D                               | c   | D                            | D  | D  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                                | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF FAIRFAX COUNTY, VA—Con.</b> |   |                         |                  |                          |                                 |   |                              |  |  |
|   | <b>Manufacturers' sales branches and sales offices . .</b>                  | <b>105</b>              | <b>7 251 498</b> | <b>333 276</b>           | <b>90 667</b>                   | <b>4 684</b>  | <b>543 675</b>               | <b>118 718</b>                                 | <b>124 145</b>                                 |
| 421                                       | Wholesale trade, durable goods . . . . .                                    | 75                      | D                | D                        | D                               | h   | D                            | D  | D  |
| 4211                                      | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42111                                     | Automobile & other motor vehicle whsle . . . . .                            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213                                      | Lumber & other construction materials whsle . . . . .                       | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214                                      | Professional & commercial equipment & supplies whsle . . . . .              | 31                      | 1 699 342        | 183 434                  | 49 963                          | 2 332   | 294 449                      | 64 454   | 66 600   |
| 42142                                     | Office equipment whsle . . . . .  | 3                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 42143                                     | Computer & computer peripheral equipment & software whsle . . . . .         | 25                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4216                                      | Electrical goods whsle . . . . .  | 30                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42161                                     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 3                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42169                                     | Other electronic parts & equipment whsle . . . . .                          | 25                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 422                                       | Wholesale trade, nondurable goods . . . . .                                 | 30                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4224                                      | Grocery & related products whsle . . . . .                                  | 5                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42249                                     | Other grocery & related products whsle . . . . .                            | 4                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4227                                      | Petroleum & petroleum products whsle . . . . .                              | 5                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 42271                                     | Petroleum bulk stations & terminals . . . . .                               | 3                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229                                      | Miscellaneous nondurable goods whsle . . . . .                              | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42292                                     | Book, periodical, & newspaper whsle . . . . .                               | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
|   | <b>Agents, brokers, and commission merchants . . . . .</b>                  | <b>106</b>              | <b>968 242</b>   | <b>34 294</b>            | <b>8 815</b>                    | <b>1 077</b>  | <b>57 882</b>                | <b>544</b>                                     | <b>564</b>                                     |
| 421                                       | Wholesale trade, durable goods . . . . .                                    | 75                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4212                                      | Furniture & home furnishings whsle . . . . .                                | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42121                                     | Furniture whsle . . . . .   | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213                                      | Lumber & other construction materials whsle . . . . .                       | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42131                                     | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214                                      | Professional & commercial equipment & supplies whsle . . . . .              | 21                      | 61 007           | 4 714                    | 884                             | 73  | 6 868                        | 443  | 433  |
| 42143                                     | Computer & computer peripheral equipment & software whsle . . . . .         | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42145                                     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | 7                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4216                                      | Electrical goods whsle . . . . .  | 13                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42169                                     | Other electronic parts & equipment whsle . . . . .                          | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4217                                      | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 12                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42171                                     | Hardware whsle . . . . .  | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42172                                     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42173                                     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4218                                      | Machinery, equipment, & supplies whsle . . . . .                            | 5                       | 19 555           | 2 455                    | 289                             | 23  | 4 175                        | —  | —  |
| 4219                                      | Miscellaneous durable goods whsle . . . . .                                 | 9                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42199                                     | Other miscellaneous durable goods whsle . . . . .                           | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422                                       | Wholesale trade, nondurable goods . . . . .                                 | 31                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 4222                                      | Drugs, & druggists' sundries whsle . . . . .                                | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42221                                     | Drugs, & druggists' sundries whsle . . . . .                                | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4224                                      | Grocery & related products whsle . . . . .                                  | 5                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 42241                                     | General-line grocery whsle . . . . .  | 1                       | D                | D                        | D                               | f   | D                            | D  | D  |
| 42247                                     | Meat & meat product whsle . . . . .   | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4229                                      | Miscellaneous nondurable goods whsle . . . . .                              | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42299                                     | Other miscellaneous nondurable goods whsle . . . . .                        | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |

Table 7. **Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                            | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---------------------------------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF FAUQUIER COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                             | <b>Wholesale trade .....</b>                               | <b>26</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                   | Wholesale trade, durable goods .....                       | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                                  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                  | Machinery, equipment, & supplies whsle .....               | 8                       | 22 201          | 1 757                    | 425                             | 61  | 3 480                        | 7 325  | 8 344  |
| 422                                   | Wholesale trade, nondurable goods .....                    | 9                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                                  | Grocery & related products whsle .....                     | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                                 | Other grocery & related products whsle .....               | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                                       | <b>Merchant wholesalers .....</b>                          | <b>21</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                   | Wholesale trade, durable goods .....                       | 14                      | 31 380          | 3 297                    | 739                             | 106   | 5 840                        | 7 853  | 9 081  |
| 4211                                  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218                                  | Machinery, equipment, & supplies whsle .....               | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                       | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                                   | Wholesale trade, nondurable goods .....                    | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
|                                       | <b>Agents, brokers, and commission merchants .....</b>     | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                   | Wholesale trade, durable goods .....                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                   | Wholesale trade, nondurable goods .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF FLOYD COUNTY, VA</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                             | <b>Wholesale trade .....</b>                               | <b>6</b>                | <b>10 720</b>   | <b>422</b>               | <b>88</b>                       | <b>18</b>   | <b>974</b>                   | <b>651</b>                                     | <b>661</b>                                     |
| 421                                   | Wholesale trade, durable goods .....                       | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4211                                  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                       | <b>Merchant wholesalers .....</b>                          | <b>6</b>                | <b>10 720</b>   | <b>422</b>               | <b>88</b>                       | <b>18</b>   | <b>974</b>                   | <b>651</b>                                     | <b>661</b>                                     |
| 421                                   | Wholesale trade, durable goods .....                       | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4211                                  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF FLUVANNA COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                             | <b>Wholesale trade .....</b>                               | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                   | Wholesale trade, durable goods .....                       | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215                                  | Metal & mineral (except petroleum) whsle .....             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151                                 | Metal service centers & offices .....                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510                                | Metal service centers & offices .....                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215101                               | Ferrous metal service centers & sales offices .....        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151011                              | Ferrous metal service centers .....                        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                       | <b>Merchant wholesalers .....</b>                          | <b>6</b>                | <b>4 754</b>    | <b>492</b>               | <b>127</b>                      | <b>19</b>   | <b>1 117</b>                 | <b>72</b>                                      | <b>75</b>                                      |
| 421                                   | Wholesale trade, durable goods .....                       | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
|                                       | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                   | Wholesale trade, durable goods .....                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|                                       | <b>Agents, brokers, and commission merchants .....</b>     | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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| NAICS code                             | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF FRANKLIN COUNTY, VA</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                              | <b>Wholesale trade .....</b>                               | <b>22</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                    | Wholesale trade, durable goods .....                       | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                                   | Miscellaneous durable goods whsle ...                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193                                  | Recyclable material whsle .....                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                    | Wholesale trade, nondurable goods .....                    | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Merchant wholesalers .....</b>                          | <b>20</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                    | Wholesale trade, durable goods .....                       | 14                      | 35 178          | 2 188                    | 493                             | 79  | 3 704                        | 3 999  | 4 155  |
| 4219                                   | Miscellaneous durable goods whsle ...                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42193                                  | Recyclable material whsle .....                            | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                    | Wholesale trade, nondurable goods .....                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Agents, brokers, and commission merchants .....</b>     | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                                    | Wholesale trade, nondurable goods .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF FREDERICK COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                              | <b>Wholesale trade .....</b>                               | <b>82</b>               | <b>301 968</b>  | <b>33 165</b>            | <b>8 148</b>                    | <b>1 246</b>  | <b>55 099</b>                | <b>20 813</b>                                  | <b>28 269</b>                                  |
| 421                                    | Wholesale trade, durable goods .....                       | 55                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211                                   | Motor vehicle & motor vehicle parts & supplies whsle ..... | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42112                                  | Motor vehicle supplies & new parts whsle .....             | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421120                                 | Motor vehicle supplies & new parts whsle .....             | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4211202                                | Motor vehicle supplies & new parts—jobbers .....           | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4214                                   | Professional & commercial equipment & supplies whsle ..... | 7                       | 34 817          | 5 523                    | 1 994                           | 224   | 7 830                        | 2 169  | 6 803  |
| 42149                                  | Other professional equipment & supplies whsle .....        | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421490                                 | Other professional equipment & supplies whsle .....        | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4214902                                | Other professional equipment & supplies whsle .....        | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4215                                   | Metal & mineral (except petroleum) whsle .....             | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151                                  | Metal service centers & offices .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421510                                 | Metal service centers & offices .....                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215101                                | Ferrous metal service centers & sales offices .....        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151011                               | Ferrous metal service centers .....                        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                   | Machinery, equipment, & supplies whsle .....               | 18                      | 37 256          | 4 554                    | 1 094                           | 154   | 8 003                        | 4 697  | 5 688  |
| 42183                                  | Industrial machinery & equipment whsle .....               | 7                       | 14 327          | 2 407                    | 567                             | 91  | 4 276                        | 1 004  | 1 358  |
| 421830                                 | Industrial machinery & equipment whsle .....               | 7                       | 14 327          | 2 407                    | 567                             | 91  | 4 276                        | 1 004  | 1 358  |
| 42184                                  | Industrial supplies whsle .....                            | 5                       | 8 247           | 801                      | 221                             | 28  | 1 627                        | 677  | 973  |
| 421840                                 | Industrial supplies whsle .....                            | 5                       | 8 247           | 801                      | 221                             | 28  | 1 627                        | 677  | 973  |
| 4219                                   | Miscellaneous durable goods whsle ...                      | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                    | Wholesale trade, nondurable goods .....                    | 27                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224                                   | Grocery & related products whsle .....                     | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                                  | Other grocery & related products whsle .....               | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422490                                 | Other grocery & related products whsle .....               | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                                   | Petroleum & petroleum products whsle .....                 | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42271                                  | Petroleum bulk stations & terminals .....                  | 5                       | 42 030          | 5 481                    | 1 224                           | 259   | 7 432                        | 2 752  | 2 788  |
| 422710                                 | Petroleum bulk stations & terminals .....                  | 5                       | 42 030          | 5 481                    | 1 224                           | 259   | 7 432                        | 2 752  | 2 788  |
| 4227101                                | Petroleum bulk stations & terminals (except LP) .....      | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4228                                   | Beer, wine, & distilled alcoholic beverage whsle .....     | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42281                                  | Beer & ale whsle .....                                     | 4                       | 32 642          | 3 849                    | 837                             | 114   | 6 613                        | 1 690  | 1 808  |
| 422810                                 | Beer & ale whsle .....                                     | 4                       | 32 642          | 3 849                    | 837                             | 114   | 6 613                        | 1 690  | 1 808  |

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|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>BALANCE OF FREDERICK COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
|   | <b>Merchant wholesalers . . . . .</b>                            | <b>77</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>g</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421   | Wholesale trade, durable goods . . . . .                         | 52                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214  | Professional & commercial equipment & supplies whsle . . . . .   | 7                       | 34 817          | 5 523                    | 1 994                           | 224   | 7 830                        | 2 169                              | 6 803                              |
| 42149                                       | Other professional equipment & supplies whsle . . . . .          | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421490                                      | Other professional equipment & supplies whsle . . . . .          | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4214902                                     | Other professional equipment & supplies whsle . . . . .          | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4215  | Metal & mineral (except petroleum) whsle . . . . .               | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42151                                       | Metal service centers & offices . . . . .                        | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421510                                      | Metal service centers & offices . . . . .                        | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4215101                                     | Ferrous metal service centers & sales offices . . . . .          | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42151011                                    | Ferrous metal service centers . . . . .                          | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218  | Machinery, equipment, & supplies whsle . . . . .                 | 18                      | 37 256          | 4 554                    | 1 094                           | 154   | 8 003                        | 4 697                              | 5 688                              |
| 42183                                       | Industrial machinery & equipment whsle . . . . .                 | 7                       | 14 327          | 2 407                    | 567                             | 91  | 4 276                        | 1 004                              | 1 358                              |
| 421830                                      | Industrial machinery & equipment whsle . . . . .                 | 7                       | 14 327          | 2 407                    | 567                             | 91  | 4 276                        | 1 004                              | 1 358                              |
| 42184                                       | Industrial supplies whsle . . . . .                              | 5                       | 8 247           | 801                      | 221                             | 28  | 1 627                        | 677                                | 973                                |
| 421840                                      | Industrial supplies whsle . . . . .                              | 5                       | 8 247           | 801                      | 221                             | 28  | 1 627                        | 677                                | 973                                |
| 4219  | Miscellaneous durable goods whsle . . . . .                      | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods . . . . .                      | 25                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4224  | Grocery & related products whsle . . . . .                       | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42249                                       | Other grocery & related products whsle . . . . .                 | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422490                                      | Other grocery & related products whsle . . . . .                 | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227  | Petroleum & petroleum products whsle . . . . .                   | 6                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42271                                       | Petroleum bulk stations & terminals . . . . .                    | 5                       | 42 030          | 5 481                    | 1 224                           | 259   | 7 432                        | 2 752                              | 2 788                              |
| 422710                                      | Petroleum bulk stations & terminals . . . . .                    | 5                       | 42 030          | 5 481                    | 1 224                           | 259   | 7 432                        | 2 752                              | 2 788                              |
| 4227101                                     | Petroleum bulk stations & terminals (except LP) . . . . .        | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
|   | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
|   | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422   | Wholesale trade, nondurable goods . . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>BALANCE OF GILES COUNTY, VA</b>          |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | <b>Wholesale trade . . . . .</b>                                 | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422   | Wholesale trade, nondurable goods . . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|   | <b>Merchant wholesalers . . . . .</b>                            | <b>5</b>                | <b>2 151</b>    | <b>297</b>               | <b>64</b>                       | <b>27</b>   | <b>580</b>                   | <b>343</b>                         | <b>450</b>                         |
|   | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422   | Wholesale trade, nondurable goods . . . . .                      | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>BALANCE OF GLOUCESTER COUNTY, VA</b>     |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | <b>Wholesale trade . . . . .</b>                                 | <b>30</b>               | <b>42 502</b>   | <b>5 568</b>             | <b>1 476</b>                    | <b>360</b>  | <b>11 693</b>                | <b>3 221</b>                       | <b>2 624</b>                       |
| 422   | Wholesale trade, nondurable goods . . . . .                      | 25                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224  | Grocery & related products whsle . . . . .                       | 18                      | 29 309          | 4 344                    | 1 241                           | 289   | 8 619                        | 1 547                              | 830                                |
| 42246                                       | Fish & seafood whsle . . . . .                                   | 11                      | 22 335          | 2 803                    | 869                             | 222   | 5 936                        | 1 499                              | 777                                |
| 422460                                      | Fish & seafood whsle . . . . .                                   | 11                      | 22 335          | 2 803                    | 869                             | 222   | 5 936                        | 1 499                              | 777                                |
|   | <b>Merchant wholesalers . . . . .</b>                            | <b>27</b>               | <b>40 651</b>   | <b>5 524</b>             | <b>1 466</b>                    | <b>356</b>  | <b>11 581</b>                | <b>3 221</b>                       | <b>2 624</b>                       |
| 422   | Wholesale trade, nondurable goods . . . . .                      | 23                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224  | Grocery & related products whsle . . . . .                       | 17                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42246                                       | Fish & seafood whsle . . . . .                                   | 11                      | 22 335          | 2 803                    | 869                             | 222   | 5 936                        | 1 499                              | 777                                |
| 422460                                      | Fish & seafood whsle . . . . .                                   | 11                      | 22 335          | 2 803                    | 869                             | 222   | 5 936                        | 1 499                              | 777                                |
|   | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>3</b>                | <b>1 851</b>    | <b>44</b>                | <b>10</b>                       | <b>4</b>  | <b>112</b>                   | <b>-</b>                           | <b>-</b>                           |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                               | Geographic area, type of operation, and kind of business           | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF GOOCHLAND COUNTY, VA</b>   |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                | <b>Wholesale trade .....</b>                                       | <b>25</b>               | <b>72 807</b>   | <b>4 898</b>             | <b>1 245</b>                    | <b>168</b>  | <b>9 366</b>                 | <b>3 836</b>                                   | <b>4 047</b>                                   |
| 421                                      | Wholesale trade, durable goods .....                               | 21                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                                     | Machinery, equipment, & supplies<br>whsle .....                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219                                     | Miscellaneous durable goods whsle ...                              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                                    | Other miscellaneous durable goods<br>whsle .....                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990                                   | Other miscellaneous durable<br>goods whsle .....                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                      | Wholesale trade, nondurable goods .....                            | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224                                     | Grocery & related products whsle .....                             | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|  | <b>Merchant wholesalers .....</b>                                  | <b>21</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                      | Wholesale trade, durable goods .....                               | 18                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218                                     | Machinery, equipment, & supplies<br>whsle .....                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219                                     | Miscellaneous durable goods whsle ...                              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                                    | Other miscellaneous durable goods<br>whsle .....                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421990                                   | Other miscellaneous durable<br>goods whsle .....                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                      | Wholesale trade, nondurable goods .....                            | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224                                     | Grocery & related products whsle .....                             | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|  | <b>Agents, brokers, and<br/>commission merchants .....</b>         | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                      | Wholesale trade, durable goods .....                               | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF GRAYSON COUNTY, VA</b>     |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                | <b>Wholesale trade .....</b>                                       | <b>3</b>                | <b>927</b>      | <b>106</b>               | <b>25</b>                       | <b>5</b>  | <b>375</b>                   | <b>46</b>                                      | <b>47</b>                                      |
|  | <b>Merchant wholesalers .....</b>                                  | <b>3</b>                | <b>927</b>      | <b>106</b>               | <b>25</b>                       | <b>5</b>  | <b>375</b>                   | <b>46</b>                                      | <b>47</b>                                      |
| <b>BALANCE OF GREENE COUNTY, VA</b>      |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                | <b>Wholesale trade .....</b>                                       | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                      | Wholesale trade, durable goods .....                               | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                                     | Hardware, & plumbing & heating<br>equipment & supplies whsle ..... | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|  | <b>Merchant wholesalers .....</b>                                  | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                      | Wholesale trade, durable goods .....                               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Agents, brokers, and<br/>commission merchants .....</b>         | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                      | Wholesale trade, durable goods .....                               | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF GREENSVILLE COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                | <b>Wholesale trade .....</b>                                       | <b>10</b>               | <b>18 366</b>   | <b>909</b>               | <b>214</b>                      | <b>45</b>   | <b>2 036</b>                 | <b>1 435</b>                                   | <b>1 898</b>                                   |
| 421                                      | Wholesale trade, durable goods .....                               | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                     | Machinery, equipment, & supplies<br>whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                      | Wholesale trade, nondurable goods .....                            | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
|  | <b>Merchant wholesalers .....</b>                                  | <b>9</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                      | Wholesale trade, durable goods .....                               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                     | Machinery, equipment, & supplies<br>whsle .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                      | Wholesale trade, nondurable goods .....                            | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
|  | <b>Manufacturers' sales<br/>branches and sales offices ..</b>      | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |



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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                           | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF HALIFAX COUNTY, VA</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>                            | <b>Wholesale trade .....</b>  | <b>12</b>               | <b>16 580</b>    | <b>1 489</b>             | <b>366</b>                      | <b>82</b>   | <b>2 608</b>                 | <b>2 391</b>                                   | <b>2 698</b>                                   |
| 421                                  | Wholesale trade, durable goods .....                                    | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218                                 | Machinery, equipment, & supplies whsle .....                            | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
|                                      | <b>Merchant wholesalers .....</b>                                       | <b>12</b>               | <b>16 580</b>    | <b>1 489</b>             | <b>366</b>                      | <b>82</b>   | <b>2 608</b>                 | <b>2 391</b>                                   | <b>2 698</b>                                   |
| 421                                  | Wholesale trade, durable goods .....                                    | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218                                 | Machinery, equipment, & supplies whsle .....                            | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| <b>BALANCE OF HANOVER COUNTY, VA</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>                            | <b>Wholesale trade .....</b>  | <b>190</b>              | <b>2 574 487</b> | <b>126 916</b>           | <b>29 656</b>                   | <b>3 367</b>  | <b>247 785</b>               | <b>194 544</b>                                 | <b>185 403</b>                                 |
| 421                                  | Wholesale trade, durable goods .....                                    | 138                     | 579 668          | 45 359                   | 10 195                          | 1 268   | 91 084                       | 69 983   | 69 028   |
| 4211                                 | Motor vehicle & motor vehicle parts & supplies whsle .....              | 19                      | 58 560           | 5 037                    | 1 183                           | 179   | 8 748                        | 5 830  | 4 741  |
| 42111                                | Automobile & other motor vehicle whsle .....                            | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112                                | Motor vehicle supplies & new parts whsle .....                          | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114                                | Motor vehicle parts, (used) whsle ...                                   | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212                                 | Furniture & home furnishings whsle ...                                  | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42121                                | Furniture whsle .....   | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4213                                 | Lumber & other construction materials whsle .....                       | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42131                                | Lumber, plywood, millwork, & wood panel whsle .....                     | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42133                                | Roofing, siding, & insulation material whsle .....                      | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214                                 | Professional & commercial equipment & supplies whsle .....              | 16                      | 63 225           | 8 138                    | 1 616                           | 176   | 14 026                       | 5 742  | 6 310  |
| 42141                                | Photographic equipment & supplies whsle .....                           | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42143                                | Computer & computer peripheral equipment & software whsle .....         | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42146                                | Ophthalmic goods whsle .....  | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4215                                 | Metal & mineral (except petroleum) whsle .....                          | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42151                                | Metal service centers & offices .....                                   | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216                                 | Electrical goods whsle .....  | 18                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42161                                | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42169                                | Other electronic parts & equipment whsle .....                          | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4217                                 | Hardware, & plumbing & heating equipment & supplies whsle .....         | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42171                                | Hardware whsle .....  | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4218                                 | Machinery, equipment, & supplies whsle .....                            | 45                      | 206 804          | 15 483                   | 3 521                           | 388   | 34 003                       | 39 011   | 39 323   |
| 42181                                | Construction & mining (except petroleum) machinery & equip whsle .....  | 8                       | 110 267          | 5 690                    | 1 382                           | 147   | 11 251                       | 26 797   | 25 682   |
| 42182                                | Farm & garden machinery & equipment whsle .....                         | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42183                                | Industrial machinery & equipment whsle .....                            | 23                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42184                                | Industrial supplies whsle .....   | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4219                                 | Miscellaneous durable goods whsle ...                                   | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42199                                | Other miscellaneous durable goods whsle .....                           | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422                                  | Wholesale trade, nondurable goods .....                                 | 52                      | 1 994 819        | 81 557                   | 19 461                          | 2 099   | 156 701                      | 124 561  | 116 375  |
| 4224                                 | Grocery & related products whsle .....                                  | 19                      | 1 784 031        | 55 431                   | 12 676                          | 1 582   | 108 496                      | 113 075  | 103 859  |
| 42241                                | General-line grocery whsle .....  | 3                       | D                | D                        | D                               | g   | D                            | D  | D  |
| 42243                                | Dairy products, (except dried or canned) whsle .....                    | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42247                                | Meat & meat product whsle .....   | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42249                                | Other grocery & related products whsle .....                            | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4226                                 | Chemical & allied products whsle .....                                  | 10                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42269                                | Other chemical & allied products whsle .....                            | 10                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4227                                 | Petroleum & petroleum products whsle .....                              | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42272                                | Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....  | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                                | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF HANOVER COUNTY, VA—Con.</b> |  |                         |                  |                          |                                 |   |                              |  |  |
|   | <b>Merchant wholesalers . . . . .</b>                                      | <b>154</b>              | <b>2 104 697</b> | <b>112 614</b>           | <b>26 518</b>                   | <b>2 948</b>  | <b>221 452</b>               | <b>177 879</b>                                 | <b>169 001</b>                                 |
| 421                                       | Wholesale trade, durable goods . . . . .                                   | 114                     | D                | D                        | D                               | g   | D                            | D  | D  |
| 4211                                      | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42111                                     | Automobile & other motor vehicle whsle . . . . .                           | 6                       | 39 198           | 2 809                    | 622                             | 87  | 4 499                        | 3 676  | 3 828  |
| 42112                                     | Motor vehicle supplies & new parts whsle . . . . .                         | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114                                     | Motor vehicle parts, (used) whsle . . . . .                                | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213                                      | Lumber & other construction materials whsle . . . . .                      | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42133                                     | Roofing, siding, & insulation material whsle . . . . .                     | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214                                      | Professional & commercial equipment & supplies whsle . . . . .             | 15                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42143                                     | Computer & computer peripheral equipment & software whsle . . . . .        | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4215                                      | Metal & mineral (except petroleum) whsle . . . . .                         | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42151                                     | Metal service centers & offices . . . . .                                  | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216                                      | Electrical goods whsle . . . . .   | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4217                                      | Hardware, & plumbing & heating equipment & supplies whsle . . . . .        | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42171                                     | Hardware whsle . . . . .   | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4218                                      | Machinery, equipment, & supplies whsle . . . . .                           | 41                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42181                                     | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42182                                     | Farm & garden machinery & equipment whsle . . . . .                        | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42183                                     | Industrial machinery & equipment whsle . . . . .                           | 21                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42184                                     | Industrial supplies whsle . . . . .  | 7                       | 8 285            | 1 225                    | 246                             | 38  | 2 784                        | 667  | 730  |
| 4219                                      | Miscellaneous durable goods whsle . . . . .                                | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42199                                     | Other miscellaneous durable goods whsle . . . . .                          | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422                                       | Wholesale trade, nondurable goods . . . . .                                | 40                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4224                                      | Grocery & related products whsle . . . . .                                 | 13                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 42241                                     | General-line grocery whsle . . . . .                                       | 1                       | D                | D                        | D                               | g   | D                            | D  | D  |
| 42243                                     | Dairy products, (except dried or canned) whsle . . . . .                   | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42249                                     | Other grocery & related products whsle . . . . .                           | 5                       | 9 860            | 1 064                    | 266                             | 17  | 1 991                        | 632  | 765  |
| 4226                                      | Chemical & allied products whsle . . . . .                                 | 8                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42269                                     | Other chemical & allied products whsle . . . . .                           | 8                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4227                                      | Petroleum & petroleum products whsle . . . . .                             | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42272                                     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
|   | <b>Manufacturers' sales branches and sales offices . . . . .</b>           | <b>5</b>                | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                       | Wholesale trade, durable goods . . . . .                                   | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218                                      | Machinery, equipment, & supplies whsle . . . . .                           | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
|   | <b>Agents, brokers, and commission merchants . . . . .</b>                 | <b>31</b>               | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                       | Wholesale trade, durable goods . . . . .                                   | 23                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216                                      | Electrical goods whsle . . . . .   | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42169                                     | Other electronic parts & equipment whsle . . . . .                         | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422                                       | Wholesale trade, nondurable goods . . . . .                                | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4224                                      | Grocery & related products whsle . . . . .                                 | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42249                                     | Other grocery & related products whsle . . . . .                           | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code                           | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--------------------------------------|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF HENRICO COUNTY, VA</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| 42                                   | <b>Wholesale trade .....</b>                                    | <b>474</b>              | <b>5 902 451</b> | <b>309 989</b>           | <b>78 441</b>                   | <b>7 602</b>  | <b>586 304</b>               | <b>419 897</b>                                 | <b>445 722</b>                                 |
| 421                                  | Wholesale trade, durable goods .....                            | 348                     | 2 861 221        | 215 663                  | 55 325                          | 4 911   | 384 557                      | 213 500  | 208 035  |
| 4211                                 | Motor vehicle & motor vehicle parts & supplies whsle .....      | 18                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42111                                | Automobile & other motor vehicle whsle .....                    | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421110                               | Automobile & other motor vehicle whsle .....                    | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211103                              | Light truck & van (14,000 lb or less) whsle .....               | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112                                | Motor vehicle supplies & new parts whsle .....                  | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421120                               | Motor vehicle supplies & new parts whsle .....                  | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4211202                              | Motor vehicle supplies & new parts—jobbers .....                | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212                                 | Furniture & home furnishings whsle ...                          | 24                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42121                                | Furniture whsle .....   | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421210                               | Furniture whsle .....   | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212102                              | Office & business furniture whsle .....                         | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42122                                | Home furnishings whsle .....                                    | 14                      | 48 611           | 5 243                    | 1 204                           | 145   | 9 983                        | 4 912  | 4 723  |
| 421220                               | Home furnishings whsle .....                                    | 14                      | 48 611           | 5 243                    | 1 204                           | 145   | 9 983                        | 4 912  | 4 723  |
| 4212203                              | Floor coverings whsle .....                                     | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213                                 | Lumber & other construction materials whsle .....               | 19                      | 352 822          | 13 337                   | 3 044                           | 371   | 26 307                       | 14 664   | 12 733   |
| 42131                                | Lumber, plywood, millwork, & wood panel whsle .....             | 10                      | 309 351          | 9 130                    | 2 104                           | 242   | 17 763                       | 10 655   | 8 850  |
| 421310                               | Lumber, plywood, millwork, & wood panel whsle .....             | 10                      | 309 351          | 9 130                    | 2 104                           | 242   | 17 763                       | 10 655   | 8 850  |
| 4213101                              | Lumber without yard whsle .....                                 | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213103                              | Plywood, veneer, millwork, & wood panel whsle .....             | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42133                                | Roofing, siding, & insulation material whsle .....              | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421330                               | Roofing, siding, & insulation material whsle .....              | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213301                              | Roofing, siding, & insulation material whsle .....              | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42139                                | Other construction materials whsle ..                           | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421390                               | Other construction materials whsle ..                           | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213901                              | Flat glass & other construction glass whsle .....               | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214                                 | Professional & commercial equipment & supplies whsle .....      | 72                      | 705 652          | 65 940                   | 19 040                          | 1 350   | 114 963                      | 31 068   | 27 639   |
| 42141                                | Photographic equipment & supplies whsle .....                   | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421410                               | Photographic equipment & supplies whsle .....                   | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42142                                | Office equipment whsle .....                                    | 17                      | 170 118          | 21 820                   | 6 046                           | 518   | 36 433                       | 9 818  | 9 927  |
| 421420                               | Office equipment whsle .....                                    | 17                      | 170 118          | 21 820                   | 6 046                           | 518   | 36 433                       | 9 818  | 9 927  |
| 42143                                | Computer & computer peripheral equipment & software whsle ..... | 24                      | 367 152          | 31 509                   | 10 020                          | 552   | 57 020                       | 6 857  | 6 740  |
| 421430                               | Computer & computer peripheral equipment & software whsle ..... | 24                      | 367 152          | 31 509                   | 10 020                          | 552   | 57 020                       | 6 857  | 6 740  |
| 4214301                              | Computer & peripheral equipment whsle .....                     | 21                      | D                | D                        | D                               | f   | D                            | D  | D  |
| 42143011                             | Computers & peripheral equipment for resale .....               | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42143012                             | Computers & peripheral equipment for end use .....              | 12                      | 274 397          | 26 501                   | 8 380                           | 401   | 46 703                       | 2 769  | 2 817  |
| 4214302                              | Computer software (packaged) whsle .....                        | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42145                                | Medical, dental, & hospital equipment & supplies whsle .....    | 23                      | 136 789          | 9 486                    | 2 211                           | 180   | 16 415                       | 12 101   | 8 475  |
| 421450                               | Medical, dental, & hospital equipment & supplies whsle .....    | 23                      | 136 789          | 9 486                    | 2 211                           | 180   | 16 415                       | 12 101   | 8 475  |
| 4214501                              | Surgical, medical, & hospital supplies whsle .....              | 21                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4215                                 | Metal & mineral (except petroleum) whsle .....                  | 14                      | 217 112          | 11 092                   | 2 745                           | 297   | 23 426                       | 16 578   | 17 898   |
| 42151                                | Metal service centers & offices .....                           | 14                      | 217 112          | 11 092                   | 2 745                           | 297   | 23 426                       | 16 578   | 17 898   |
| 421510                               | Metal service centers & offices .....                           | 14                      | 217 112          | 11 092                   | 2 745                           | 297   | 23 426                       | 16 578   | 17 898   |
| 4215101                              | Ferrous metal service centers & sales offices .....             | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42151011                             | Ferrous metal service centers .....                             | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42151012                             | Ferrous metal sales offices .....                               | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code                                | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>BALANCE OF HENRICO COUNTY, VA—Con.</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                                 | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421                                       | Wholesale trade, durable goods—Con.   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 4216                                      | Electrical goods whsle . . . . .  | 58                      | 781 256         | 51 300                   | 12 648                          | 991   | 88 714                       | 43 406                             | 45 069                             |
| 42161                                     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 22                      | 153 324         | 10 641                   | 2 941                           | 247   | 15 810                       | 31 664                             | 32 963                             |
| 421610                                    | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 22                      | 153 324         | 10 641                   | 2 941                           | 247   | 15 810                       | 31 664                             | 32 963                             |
| 42162                                     | Electrical appliance, television & radio set whsle . . . . .                | 8                       | 385 546         | 25 333                   | 6 234                           | 500   | 46 668                       | 7 674                              | 7 614                              |
| 421620                                    | Electrical appliance, television & radio set whsle . . . . .                | 8                       | 385 546         | 25 333                   | 6 234                           | 500   | 46 668                       | 7 674                              | 7 614                              |
| 42169                                     | Other electronic parts & equipment whsle . . . . .                          | 28                      | 242 386         | 15 326                   | 3 473                           | 244   | 26 236                       | 4 068                              | 4 492                              |
| 421690                                    | Other electronic parts & equipment whsle . . . . .                          | 28                      | 242 386         | 15 326                   | 3 473                           | 244   | 26 236                       | 4 068                              | 4 492                              |
| 4216901                                   | Communications equipment & supplies whsle . . . . .                         | 17                      | 195 240         | 12 328                   | 2 857                           | 179   | 20 347                       | 2 333                              | 2 726                              |
| 4216902                                   | Electronic parts (excluding communications equipment) whsle . . . . .       | 11                      | 47 146          | 2 998                    | 616                             | 65  | 5 889                        | 1 735                              | 1 766                              |
| 4217                                      | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 33                      | 166 851         | 15 699                   | 3 555                           | 351   | 26 732                       | 16 037                             | 17 785                             |
| 42171                                     | Hardware whsle . . . . .  | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421710                                    | Hardware whsle . . . . .  | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42172                                     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 10                      | 68 786          | 5 073                    | 975                             | 136   | 8 791                        | 3 914                              | 4 512                              |
| 421720                                    | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 10                      | 68 786          | 5 073                    | 975                             | 136   | 8 791                        | 3 914                              | 4 512                              |
| 42173                                     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421730                                    | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218                                      | Machinery, equipment, & supplies whsle . . . . .                            | 84                      | 315 717         | 33 629                   | 8 245                           | 778   | 59 256                       | 32 945                             | 33 891                             |
| 42181                                     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 11                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421810                                    | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 11                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183                                     | Industrial machinery & equipment whsle . . . . .                            | 46                      | 197 704         | 24 068                   | 5 862                           | 502   | 42 174                       | 15 770                             | 14 674                             |
| 421830                                    | Industrial machinery & equipment whsle . . . . .                            | 46                      | 197 704         | 24 068                   | 5 862                           | 502   | 42 174                       | 15 770                             | 14 674                             |
| 4218302                                   | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .   | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218303                                   | General-purpose industrial machinery & equipment whsle . . . . .            | 16                      | 35 645          | 4 791                    | 1 177                           | 98  | 9 300                        | 4 423                              | 4 937                              |
| 4218305                                   | Materials handling equipment whsle . . . . .                                | 6                       | 12 253          | 1 449                    | 283                             | 35  | 2 680                        | 741                                | 656                                |
| 4218307                                   | Other industrial machinery & equipment whsle . . . . .                      | 13                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42184                                     | Industrial supplies whsle . . . . .   | 13                      | 52 334          | 3 741                    | 941                             | 100   | 7 289                        | 3 777                              | 6 150                              |
| 421840                                    | Industrial supplies whsle . . . . .   | 13                      | 52 334          | 3 741                    | 941                             | 100   | 7 289                        | 3 777                              | 6 150                              |
| 4218401                                   | General-line industrial supplies whsle . . . . .                            | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218406                                   | Other industrial supplies whsle . . . . .                                   | 6                       | 27 531          | 1 142                    | 259                             | 34  | 2 777                        | 1 118                              | 1 134                              |
| 42185                                     | Service establishment equipment & supplies whsle . . . . .                  | 10                      | 16 856          | 1 851                    | 487                             | 62  | 3 592                        | 779                                | 1 675                              |
| 421850                                    | Service establishment equipment & supplies whsle . . . . .                  | 10                      | 16 856          | 1 851                    | 487                             | 62  | 3 592                        | 779                                | 1 675                              |
| 4218503                                   | Laundry & dry-cleaning equipment & supplies whsle . . . . .                 | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                                      | Miscellaneous durable goods whsle . . . . .                                 | 26                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42191                                     | Sporting & recreational goods & supplies whsle . . . . .                    | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421910                                    | Sporting & recreational goods & supplies whsle . . . . .                    | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42194                                     | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421940                                    | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199                                     | Other miscellaneous durable goods whsle . . . . .                           | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421990                                    | Other miscellaneous durable goods whsle . . . . .                           | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219904                                   | Prerecorded media whsle . . . . .   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199042                                  | Prerecorded video tapes whsle . . . . .                                     | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219905                                   | Fire extinguishers & fire safety equipment whsle . . . . .                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219906                                   | Other durable goods whsle . . . . .   | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                                | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>BALANCE OF HENRICO COUNTY, VA—Con.</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                                 | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422                                       | Wholesale trade, nondurable goods . . . .                                   | 126                     | 3 041 230       | 94 326                   | 23 116                          | 2 691   | 201 747                      | 206 397                            | 237 687                            |
| 4221                                      | Paper & paper product whsle . . . . .                                       | 31                      | 266 188         | 21 569                   | 5 191                           | 619   | 53 741                       | 25 356                             | 26 606                             |
| 42211                                     | Printing & writing paper whsle . . . . .                                    | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422110                                    | Printing & writing paper whsle . . . .                                      | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42212                                     | Stationery & office supplies whsle . . .                                    | 20                      | 108 355         | 13 620                   | 3 314                           | 440   | 35 597                       | 11 124                             | 11 582                             |
| 422120                                    | Stationery & office supplies whsle .  | 20                      | 108 355         | 13 620                   | 3 314                           | 440   | 35 597                       | 11 124                             | 11 582                             |
| 42213                                     | Industrial & personal service paper whsle . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422130                                    | Industrial & personal service paper whsle . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4222                                      | Drugs, & druggists' sundries whsle . . . .                                  | 9                       | 1 080 275       | 17 740                   | 4 870                           | 387   | 35 363                       | 118 795                            | 135 141                            |
| 42221                                     | Drugs, & druggists' sundries whsle . .                                      | 9                       | 1 080 275       | 17 740                   | 4 870                           | 387   | 35 363                       | 118 795                            | 135 141                            |
| 422210                                    | Drugs, & druggists' sundries whsle . . . . .                                | 9                       | 1 080 275       | 17 740                   | 4 870                           | 387   | 35 363                       | 118 795                            | 135 141                            |
| 4222101                                   | General-line drugs whsle . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4222102                                   | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4223                                      | Apparel, piece goods, & notions whsle .                                     | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224                                      | Grocery & related products whsle . . . . .                                  | 22                      | 1 104 471       | 23 682                   | 5 752                           | 733   | 49 663                       | 10 800                             | 10 760                             |
| 42241                                     | General-line grocery whsle . . . . .  | 5                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422410                                    | General-line grocery whsle . . . . .  | 5                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224103                                   | Other general-line grocery whsle . . . . .                                  | 5                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42242                                     | Packaged frozen food whsle . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422420                                    | Packaged frozen food whsle . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42249                                     | Other grocery & related products whsle . . . . .                            | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422490                                    | Other grocery & related products whsle . . . . .                            | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224902                                   | Bread & baked goods whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224903                                   | Soft drinks whsle . . . . .   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4225                                      | Farm-product raw material whsle . . . . .                                   | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42259                                     | Other farm product raw material whsle . . . . .                             | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422590                                    | Other farm product raw material whsle . . . . .                             | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4226                                      | Chemical & allied products whsle . . . . .                                  | 20                      | 293 291         | 5 216                    | 1 273                           | 140   | 10 471                       | 33 074                             | 46 949                             |
| 42261                                     | Plastics materials & basic forms & shapes whsle . . . . .                   | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422610                                    | Plastics materials & basic forms & shapes whsle . . . . .                   | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42269                                     | Other chemical & allied products whsle . . . . .                            | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422690                                    | Other chemical & allied products whsle . . . . .                            | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4226902                                   | Other chemical & allied products whsle . . . . .                            | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227                                      | Petroleum & petroleum products whsle . . . . .                              | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4228                                      | Beer, wine, & distilled alcoholic beverage whsle . . . . .                  | 6                       | 96 241          | 10 427                   | 2 371                           | 337   | 19 419                       | 5 263                              | 5 833                              |
| 42281                                     | Beer & ale whsle . . . . .  | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422810                                    | Beer & ale whsle . . . . .  | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4229                                      | Miscellaneous nondurable goods whsle . . . . .                              | 20                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42293                                     | Flower, nursery stock, & florists' supplies whsle . . . . .                 | 3                       | 9 911           | 1 510                    | 357                             | 69  | 3 162                        | 415                                | 389                                |
| 422930                                    | Flower, nursery stock, & florists' supplies whsle . . . . .                 | 3                       | 9 911           | 1 510                    | 357                             | 69  | 3 162                        | 415                                | 389                                |
| 42299                                     | Other miscellaneous nondurable goods whsle . . . . .                        | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422990                                    | Other miscellaneous nondurable goods whsle . . . . .                        | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4229902                                   | General merchandise (nondurable goods) whsle . . . . .                      | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4229904                                   | Other nondurable goods whsle . . . . .                                      | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                                | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF HENRICO COUNTY, VA—Con.</b> |   |                         |                  |                          |                                 |   |                              |  |  |
|   | <b>Merchant wholesalers .....</b>                                       | <b>329</b>              | <b>2 796 519</b> | <b>186 202</b>           | <b>44 696</b>                   | <b>5 302</b>  | <b>357 399</b>               | <b>359 732</b>                                 | <b>374 376</b>                                 |
| 421                                       | Wholesale trade, durable goods .....                                    | 236                     | 1 384 351        | 124 899                  | 30 384                          | 3 277   | 219 396                      | 196 512  | 191 331  |
| 4211                                      | Motor vehicle & motor vehicle parts & supplies whsle .....              | 16                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42111                                     | Automobile & other motor vehicle whsle .....                            | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421110                                    | Automobile & other motor vehicle whsle .....                            | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4211103                                   | Light truck & van (14,000 lb or less) whsle .....                       | 1                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42112                                     | Motor vehicle supplies & new parts whsle .....                          | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421120                                    | Motor vehicle supplies & new parts whsle .....                          | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4211202                                   | Motor vehicle supplies & new parts—jobbers .....                        | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212                                      | Furniture & home furnishings whsle ...                                  | 18                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42121                                     | Furniture whsle .....   | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421210                                    | Furniture whsle .....   | 8                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102                                   | Office & business furniture whsle .....                                 | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42122                                     | Home furnishings whsle .....  | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421220                                    | Home furnishings whsle .....  | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4212203                                   | Floor coverings whsle .....   | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213                                      | Lumber & other construction materials whsle .....                       | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42131                                     | Lumber, plywood, millwork, & wood panel whsle .....                     | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421310                                    | Lumber, plywood, millwork, & wood panel whsle .....                     | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4213101                                   | Lumber without yard whsle .....   | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42139                                     | Other construction materials whsle ...                                  | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421390                                    | Other construction materials whsle .....                                | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214                                      | Professional & commercial equipment & supplies whsle .....              | 50                      | 250 493          | 24 574                   | 6 260                           | 743   | 40 759                       | 25 124   | 21 777   |
| 42142                                     | Office equipment whsle .....  | 13                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 421420                                    | Office equipment whsle .....  | 13                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42143                                     | Computer & computer peripheral equipment & software whsle .....         | 16                      | 97 711           | 6 771                    | 2 038                           | 191   | 12 718                       | 5 873  | 5 732  |
| 421430                                    | Computer & computer peripheral equipment & software whsle .....         | 16                      | 97 711           | 6 771                    | 2 038                           | 191   | 12 718                       | 5 873  | 5 732  |
| 4214301                                   | Computer & peripheral equipment whsle .....                             | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42143011                                  | Computers & peripheral equipment for resale .....                       | 7                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42143012                                  | Computers & peripheral equipment for end use .....                      | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214302                                   | Computer software (packaged) whsle .....                                | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42145                                     | Medical, dental, & hospital equipment & supplies whsle .....            | 16                      | 88 751           | 5 624                    | 1 340                           | 150   | 9 519                        | 12 066   | 8 448  |
| 421450                                    | Medical, dental, & hospital equipment & supplies whsle .....            | 16                      | 88 751           | 5 624                    | 1 340                           | 150   | 9 519                        | 12 066   | 8 448  |
| 4214501                                   | Surgical, medical, & hospital supplies whsle .....                      | 14                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4215                                      | Metal & mineral (except petroleum) whsle .....                          | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42151                                     | Metal service centers & offices .....                                   | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421510                                    | Metal service centers & offices ...                                     | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4215101                                   | Ferrous metal service centers & sales offices .....                     | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42151011                                  | Ferrous metal service centers .....                                     | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216                                      | Electrical goods whsle .....  | 25                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42161                                     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421610                                    | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42162                                     | Electrical appliance, television & radio set whsle .....                | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421620                                    | Electrical appliance, television & radio set whsle .....                | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42169                                     | Other electronic parts & equipment whsle .....                          | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 421690                                    | Other electronic parts & equipment whsle .....                          | 16                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216901                                   | Communications equipment & supplies whsle .....                         | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |

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|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>BALANCE OF HENRICO COUNTY, VA—Con.</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>Merchant wholesalers—Con.</b>          |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| Wholesale trade, durable goods—Con.       |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421                                       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 24                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42172                                     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421720                                    | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42173                                     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421730                                    | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4218                                      | Machinery, equipment, & supplies whsle . . . . .                            | 65                      | 264 629         | 30 957                   | 7 599                           | 714   | 54 076                       | 32 415                             | 33 325                             |
| 42181                                     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421810                                    | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183                                     | Industrial machinery & equipment whsle . . . . .                            | 33                      | 171 510         | 21 882                   | 5 337                           | 455   | 38 364                       | 15 616                             | 14 507                             |
| 421830                                    | Industrial machinery & equipment whsle . . . . .                            | 33                      | 171 510         | 21 882                   | 5 337                           | 455   | 38 364                       | 15 616                             | 14 507                             |
| 4218303                                   | General-purpose industrial machinery & equipment whsle . . . . .            | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218307                                   | Other industrial machinery & equipment whsle . . . . .                      | 10                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42184                                     | Industrial supplies whsle . . . . .   | 11                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421840                                    | Industrial supplies whsle . . . . .   | 11                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218401                                   | General-line industrial supplies whsle . . . . .                            | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42185                                     | Service establishment equipment & supplies whsle . . . . .                  | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421850                                    | Service establishment equipment & supplies whsle . . . . .                  | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218503                                   | Laundry & dry-cleaning equipment & supplies whsle . . . . .                 | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219                                      | Miscellaneous durable goods whsle . . . . .                                 | 18                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42194                                     | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421940                                    | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199                                     | Other miscellaneous durable goods whsle . . . . .                           | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421990                                    | Other miscellaneous durable goods whsle . . . . .                           | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219904                                   | Prerecorded media whsle . . . . .   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42199042                                  | Prerecorded video tapes whsle . . . . .                                     | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219905                                   | Fire extinguishers & fire safety equipment whsle . . . . .                  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                                       | Wholesale trade, nondurable goods . . . . .                                 | 93                      | 1 412 168       | 61 303                   | 14 312                          | 2 025   | 138 003                      | 163 220                            | 183 045                            |
| 4221                                      | Paper & paper product whsle . . . . .                                       | 26                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 42211                                     | Printing & writing paper whsle . . . . .                                    | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422110                                    | Printing & writing paper whsle . . . . .                                    | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42212                                     | Stationery & office supplies whsle . . . . .                                | 17                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422120                                    | Stationery & office supplies whsle . . . . .                                | 17                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42213                                     | Industrial & personal service paper whsle . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422130                                    | Industrial & personal service paper whsle . . . . .                         | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4222                                      | Drugs, & druggists' sundries whsle . . . . .                                | 7                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42221                                     | Drugs, & druggists' sundries whsle . . . . .                                | 7                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422210                                    | Drugs, & druggists' sundries whsle . . . . .                                | 7                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4222101                                   | General-line drugs whsle . . . . .  | 3                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4222102                                   | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . . | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4223                                      | Apparel, piece goods, & notions whsle . . . . .                             | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224                                      | Grocery & related products whsle . . . . .                                  | 15                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 42241                                     | General-line grocery whsle . . . . .  | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 422410                                    | General-line grocery whsle . . . . .  | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4224103                                   | Other general-line grocery whsle . . . . .                                  | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42249                                     | Other grocery & related products whsle . . . . .                            | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422490                                    | Other grocery & related products whsle . . . . .                            | 6                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224903                                   | Soft drinks whsle . . . . .   | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4226                                      | Chemical & allied products whsle . . . . .                                  | 14                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42269                                     | Other chemical & allied products whsle . . . . .                            | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422690                                    | Other chemical & allied products whsle . . . . .                            | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code  | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF HENRICO COUNTY, VA—Con.</b>                 |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>Merchant wholesalers—Con.</b>                          |   |                         |                  |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods—Con.                                  |                         |                  |                          |                                 |   |                              |  |  |
| 4227  | Petroleum & petroleum products whsle .....                              | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4228  | Beer, wine, & distilled alcoholic beverage whsle .....                  | 6                       | 96 241           | 10 427                   | 2 371                           | 337   | 19 419                       | 5 263  | 5 833  |
| 42281   | Beer & ale whsle .....  | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422810  | Beer & ale whsle .....  | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                              | 12                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42293   | Flower, nursery stock, & florists' supplies whsle .....                 | 3                       | 9 911            | 1 510                    | 357                             | 69  | 3 162                        | 415  | 389  |
| 422930  | Flower, nursery stock, & florists' supplies whsle .....                 | 3                       | 9 911            | 1 510                    | 357                             | 69  | 3 162                        | 415  | 389  |
| <b>Manufacturers' sales branches and sales offices ..</b> |   |                         |                  |                          |                                 |   |                              |  |  |
|   |   | <b>66</b>               | <b>1 831 033</b> | <b>104 469</b>           | <b>29 513</b>                   | <b>1 889</b>  | <b>190 222</b>               | <b>57 593</b>                                  | <b>69 103</b>                                  |
| 421   | Wholesale trade, durable goods .....                                    | 48                      | 1 204 716        | 80 576                   | 22 693                          | 1 401   | 146 798                      | 16 693   | 16 354   |
| 4213  | Lumber & other construction materials whsle .....                       | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42131   | Lumber, plywood, millwork, & wood panel whsle .....                     | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421310  | Lumber, plywood, millwork, & wood panel whsle .....                     | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213103   | Plywood, veneer, millwork, & wood panel whsle .....                     | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle .....              | 11                      | 401 305          | 39 245                   | 12 290                          | 580   | 70 197                       | 5 909  | 5 835  |
| 42142   | Office equipment whsle .....  | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421420  | Office equipment whsle .....  | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42143   | Computer & computer peripheral equipment & software whsle .....         | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 421430  | Computer & computer peripheral equipment & software whsle .....         | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4214301   | Computer & peripheral equipment whsle .....                             | 6                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 42143012  | Computers & peripheral equipment for end use .....                      | 5                       | D                | D                        | D                               | e   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle .....                          | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42151   | Metal service centers & offices .....                                   | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421510  | Metal service centers & offices ..                                      | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4215101   | Ferrous metal service centers & sales offices .....                     | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42151011  | Ferrous metal service centers .....                                     | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4216  | Electrical goods whsle .....  | 16                      | 512 253          | 31 506                   | 8 038                           | 519   | 53 933                       | 1 449  | 1 537  |
| 42161   | Electrical apparatus & equip, wiring supp. & const material whsle ..... | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421610  | Electrical apparatus & equip, wiring supp. & const material whsle ..... | 6                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42169   | Other electronic parts & equipment whsle .....                          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 421690  | Other electronic parts & equipment whsle .....                          | 9                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4216901   | Communications equipment & supplies whsle .....                         | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....                            | 5                       | 28 506           | 933                      | 237                             | 20  | 2 044                        | 454  | 465  |
| 422   | Wholesale trade, nondurable goods .....                                 | 18                      | 626 317          | 23 893                   | 6 820                           | 488   | 43 424                       | 40 900   | 52 749   |
| 4226  | Chemical & allied products whsle .....                                  | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42269   | Other chemical & allied products whsle .....                            | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422690  | Other chemical & allied products whsle .....                            | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4226902   | Other chemical & allied products whsle .....                            | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                              | 4                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42299   | Other miscellaneous nondurable goods whsle .....                        | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422990  | Other miscellaneous nondurable goods whsle .....                        | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |



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|---|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF HENRICO COUNTY, VA—Con.</b> |   |                         |                  |                          |                                 |   |                              |  |  |
|   | <b>Agents, brokers, and commission merchants .....</b>                  | <b>79</b>               | <b>1 274 899</b> | <b>19 318</b>            | <b>4 232</b>                    | <b>411</b>  | <b>38 683</b>                | <b>2 572</b>                                   | <b>2 243</b>                                   |
| 421                                       | Wholesale trade, durable goods .....                                    | 64                      | 272 154          | 10 188                   | 2 248                           | 233   | 18 363                       | 295  | 350  |
| 4213                                      | Lumber & other construction materials whsle .....                       | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214                                      | Professional & commercial equipment & supplies whsle .....              | 11                      | 53 854           | 2 121                    | 490                             | 27  | 4 007                        | 35   | 27   |
| 42143                                     | Computer & computer peripheral equipment & software whsle .....         | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421430                                    | Computer & computer peripheral equipment & software whsle .....         | 2                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214301                                   | Computer & peripheral equipment whsle .....                             | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42145                                     | Medical, dental, & hospital equipment & supplies whsle .....            | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421450                                    | Medical, dental, & hospital equipment & supplies whsle .....            | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4214501                                   | Surgical, medical, & hospital supplies whsle .....                      | 6                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4216                                      | Electrical goods whsle .....  | 17                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 42161                                     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421610                                    | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 11                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4217                                      | Hardware, & plumbing & heating equipment & supplies whsle .....         | 7                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42172                                     | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421720                                    | Plumbing & heating equipment & supplies (hydronics) whsle .....         | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4218                                      | Machinery, equipment, & supplies whsle .....                            | 14                      | 22 582           | 1 739                    | 409                             | 44  | 3 136                        | 76   | 101  |
| 42183                                     | Industrial machinery & equipment whsle .....                            | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 421830                                    | Industrial machinery & equipment whsle .....                            | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4219                                      | Miscellaneous durable goods whsle ...                                   | 8                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42199                                     | Other miscellaneous durable goods whsle .....                           | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421990                                    | Other miscellaneous durable goods whsle .....                           | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4219906                                   | Other durable goods whsle .....   | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422                                       | Wholesale trade, nondurable goods .....                                 | 15                      | 1 002 745        | 9 130                    | 1 984                           | 178   | 20 320                       | 2 277  | 1 893  |
| 4224                                      | Grocery & related products whsle .....                                  | 5                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42242                                     | Packaged frozen food whsle .....  | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 422420                                    | Packaged frozen food whsle .....  | 2                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 4225                                      | Farm-product raw material whsle .....                                   | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42259                                     | Other farm product raw material whsle .....                             | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422590                                    | Other farm product raw material whsle .....                             | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF HENRY COUNTY, VA</b>        |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>                                 | <b>Wholesale trade .....</b>  | <b>45</b>               | <b>136 352</b>   | <b>9 822</b>             | <b>2 487</b>                    | <b>408</b>  | <b>20 310</b>                | <b>12 004</b>                                  | <b>12 793</b>                                  |
| 421                                       | Wholesale trade, durable goods .....                                    | 34                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4211                                      | Motor vehicle & motor vehicle parts & supplies whsle .....              | 6                       | 2 634            | 247                      | 51                              | 16  | 592                          | 276  | 548  |
| 4212                                      | Furniture & home furnishings whsle ...                                  | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42121                                     | Furniture whsle .....   | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 421210                                    | Furniture whsle .....   | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212101                                   | Household & lawn furniture whsle .....                                  | 1                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212102                                   | Office & business furniture whsle .....                                 | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4218                                      | Machinery, equipment, & supplies whsle .....                            | 10                      | D                | D                        | D                               | b   | D                            | D  | D  |
| 4219                                      | Miscellaneous durable goods whsle ...                                   | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42199                                     | Other miscellaneous durable goods whsle .....                           | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 421990                                    | Other miscellaneous durable goods whsle .....                           | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422                                       | Wholesale trade, nondurable goods .....                                 | 11                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 4223                                      | Apparel, piece goods, & notions whsle ..                                | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4226                                      | Chemical & allied products whsle .....                                  | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42269                                     | Other chemical & allied products whsle .....                            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422690                                    | Other chemical & allied products whsle .....                            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4226902                                   | Other chemical & allied products whsle .....                            | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4227                                      | Petroleum & petroleum products whsle .....                              | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code  | Geographic area, type of operation, and kind of business  | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>BALANCE OF HENRY COUNTY, VA—Con.</b>                   |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>Merchant wholesalers .....</b>                         |   | <b>36</b>               | <b>93 972</b>   | <b>9 148</b>             | <b>2 350</b>                    | <b>387</b>  | <b>18 922</b>                | <b>12 001</b>                      | <b>12 787</b>                      |
| 421   | Wholesale trade, durable goods .....                      | 27                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle..... | 6                       | 2 634           | 247                      | 51                              | 16  | 592                          | 276                                | 548                                |
| 4212  | Furniture & home furnishings whsle ...                    | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42121   | Furniture whsle .....                                     | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421210  | Furniture whsle .....                                     | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4212101   | Household & lawn furniture whsle .....                    | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218  | Machinery, equipment, & supplies whsle .....              | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                   | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4223  | Apparel, piece goods, & notions whsle.                    | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4226  | Chemical & allied products whsle .....                    | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42269   | Other chemical & allied products whsle .....              | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422690  | Other chemical & allied products whsle .....              | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4226902   | Other chemical & allied products whsle .....              | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227  | Petroleum & petroleum products whsle .....                | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Agents, brokers, and commission merchants .....</b>    |   | <b>9</b>                | <b>42 380</b>   | <b>674</b>               | <b>137</b>                      | <b>21</b>   | <b>1 388</b>                 | <b>3</b>                           | <b>6</b>                           |
| 421   | Wholesale trade, durable goods .....                      | 7                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4212  | Furniture & home furnishings whsle ...                    | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42121   | Furniture whsle .....                                     | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421210  | Furniture whsle .....                                     | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4212102   | Office & business furniture whsle .....                   | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>BALANCE OF HIGHLAND COUNTY, VA</b>                     |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | <b>Wholesale trade .....</b>                              | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422   | Wholesale trade, nondurable goods .....                   | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |   | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422   | Wholesale trade, nondurable goods .....                   | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>Agents, brokers, and commission merchants .....</b>    |   | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>BALANCE OF ISLE OF WIGHT COUNTY, VA</b>                |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | <b>Wholesale trade .....</b>                              | <b>22</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421   | Wholesale trade, durable goods .....                      | 15                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4213  | Lumber & other construction materials whsle .....         | 4                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42131   | Lumber, plywood, millwork, & wood panel whsle .....       | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |   | <b>18</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421   | Wholesale trade, durable goods .....                      | 13                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Manufacturers' sales branches and sales offices ..</b> |   | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421   | Wholesale trade, durable goods .....                      | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 4213  | Lumber & other construction materials whsle .....         | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42131   | Lumber, plywood, millwork, & wood panel whsle .....       | 2                       | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| <b>Agents, brokers, and commission merchants .....</b>    |   | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |

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|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>BALANCE OF JAMES CITY COUNTY, VA</b>                   |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | Wholesale trade .....                                    | 27                      | 27 024          | 2 236                    | 583                             | 71  | 4 156                        | 1 423                              | 1 308                              |
| 421   | Wholesale trade, durable goods .....                     | 18                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421   | Wholesale trade, durable goods .....                     | 19                      | 13 107          | 1 567                    | 440                             | 58  | 3 013                        | 1 324                              | 1 206                              |
| 421   | Wholesale trade, durable goods .....                     | 14                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421   | Wholesale trade, durable goods .....                     | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421   | Wholesale trade, durable goods .....                     | 6                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 421   | Wholesale trade, durable goods .....                     | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>BALANCE OF KING AND QUEEN COUNTY, VA</b>               |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | Wholesale trade .....                                    | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | Wholesale trade .....                                    | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>BALANCE OF KING GEORGE COUNTY, VA</b>                  |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | Wholesale trade .....                                    | 7                       | 7 263           | 891                      | 208                             | 46  | 1 947                        | 979                                | 1 012                              |
| 421   | Wholesale trade, durable goods .....                     | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421   | Wholesale trade, durable goods .....                     | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421   | Wholesale trade, durable goods .....                     | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | Wholesale trade .....                                    | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>BALANCE OF KING WILLIAM COUNTY, VA</b>                 |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | Wholesale trade .....                                    | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | Wholesale trade .....                                    | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | Wholesale trade .....                                    | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>BALANCE OF LANCASTER COUNTY, VA</b>                    |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | Wholesale trade .....                                    | 26                      | 38 446          | 3 444                    | 729                             | 171   | 8 411                        | 3 144                              | 3 766                              |
| 421   | Wholesale trade, durable goods .....                     | 12                      | 11 868          | 1 512                    | 298                             | 63  | 3 191                        | 1 557                              | 2 048                              |
| 4218  | Machinery, equipment, & supplies whsle .....             | 5                       | 7 619           | 658                      | 132                             | 24  | 1 084                        | 1 350                              | 1 740                              |
| 422   | Wholesale trade, nondurable goods .....                  | 14                      | 26 578          | 1 932                    | 431                             | 108   | 5 220                        | 1 587                              | 1 718                              |
| 4224  | Grocery & related products whsle .....                   | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421   | Wholesale trade, durable goods .....                     | 24                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421   | Wholesale trade, durable goods .....                     | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                  | 14                      | 26 578          | 1 932                    | 431                             | 108   | 5 220                        | 1 587                              | 1 718                              |
| 4224  | Grocery & related products whsle .....                   | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | Wholesale trade .....                                    | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                           | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|--------------------------------------|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>BALANCE OF LEE COUNTY, VA</b>     |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                            | <b>Wholesale trade .....</b>  | <b>18</b>               | <b>46 991</b>   | <b>1 488</b>             | <b>477</b>                      | <b>171</b>  | <b>3 329</b>                 | <b>1 498</b>                       | <b>1 639</b>                       |
| 421                                  | Wholesale trade, durable goods .....                                    | 11                      | 14 284          | 892                      | 228                             | 46  | 1 636                        | 1 094                              | 1 197                              |
| 422                                  | Wholesale trade, nondurable goods .....                                 | 7                       | 32 707          | 596                      | 249                             | 125   | 1 693                        | 404                                | 442                                |
| 4227                                 | Petroleum & petroleum products  |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                      | whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42271                                | Petroleum bulk stations & terminals .                                   | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422710                               | Petroleum bulk stations & terminals .....                               | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                                      | <b>Merchant wholesalers .....</b>                                       | <b>14</b>               | <b>33 376</b>   | <b>1 285</b>             | <b>401</b>                      | <b>109</b>  | <b>2 959</b>                 | <b>1 376</b>                       | <b>1 425</b>                       |
| 421                                  | Wholesale trade, durable goods .....                                    | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                                  | Wholesale trade, nondurable goods .....                                 | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227                                 | Petroleum & petroleum products  |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                      | whsle .....   | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|                                      | <b>Manufacturers' sales branches and sales offices ..</b>               | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
|                                      | <b>Agents, brokers, and commission merchants .....</b>                  | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 422                                  | Wholesale trade, nondurable goods .....                                 | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>BALANCE OF LOUDOUN COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>                            | <b>Wholesale trade .....</b>  | <b>155</b>              | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>g</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421                                  | Wholesale trade, durable goods .....                                    | 115                     | D               | D                        | D                               | g   | D                            | D                                  | D                                  |
| 4211                                 | Motor vehicle & motor vehicle parts & supplies whsle .....              | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42112                                | Motor vehicle supplies & new parts whsle .....                          | 4                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4212                                 | Furniture & home furnishings whsle ...                                  | 14                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42121                                | Furniture whsle .....   | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42122                                | Home furnishings whsle .....  | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4213                                 | Lumber & other construction materials whsle .....                       | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4214                                 | Professional & commercial equipment & supplies whsle .....              | 26                      | 59 012          | 6 817                    | 1 404                           | 131   | 11 420                       | 5 207                              | 5 747                              |
| 42143                                | Computer & computer peripheral equipment & software whsle .....         | 13                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4216                                 | Electrical goods whsle .....  | 18                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42161                                | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42162                                | Electrical appliance, television & radio set whsle .....                | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 42169                                | Other electronic parts & equipment whsle .....                          | 10                      | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217                                 | Hardware, & plumbing & heating equipment & supplies whsle .....         | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218                                 | Machinery, equipment, & supplies whsle .....                            | 29                      | D               | D                        | D                               | e   | D                            | D                                  | D                                  |
| 42181                                | Construction & mining (except petroleum) machinery & equip whsle .....  | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42183                                | Industrial machinery & equipment whsle .....                            | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42186                                | Transportation equipment & supplies (exc motor vehicle) whsle .....     | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4219                                 | Miscellaneous durable goods whsle ...                                   | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42191                                | Sporting & recreational goods & supplies whsle .....                    | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422                                  | Wholesale trade, nondurable goods .....                                 | 40                      | D               | D                        | D                               | f   | D                            | D                                  | D                                  |
| 4223                                 | Apparel, piece goods, & notions whsle .                                 | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224                                 | Grocery & related products whsle .....                                  | 6                       | 111 947         | 4 326                    | 731                             | 167   | 8 895                        | 9 502                              | 6 304                              |
| 42249                                | Other grocery & related products whsle .....                            | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4226                                 | Chemical & allied products whsle .....                                  | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42269                                | Other chemical & allied products whsle .....                            | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227                                 | Petroleum & petroleum products  |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                      | whsle .....   | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42272                                | Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....  | 2                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4229                                 | Miscellaneous nondurable goods  |                         |                 |                          |                                 |   |                              |                                    |                                    |
|                                      | whsle .....   | 19                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42299                                | Other miscellaneous nondurable goods whsle .....                        | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |

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| NAICS code                                | Geographic area, type of operation, and kind of business                   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF LOUDOUN COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|   | <b>Merchant wholesalers . . . . .</b>                                      | <b>128</b>              | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>g</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                       | Wholesale trade, durable goods . . . . .                                   | 95                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211                                      | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42112                                     | Motor vehicle supplies & new parts whsle . . . . .                         | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4212                                      | Furniture & home furnishings whsle . . . . .                               | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42122                                     | Home furnishings whsle . . . . .   | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213                                      | Lumber & other construction materials whsle . . . . .                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                                      | Professional & commercial equipment & supplies whsle . . . . .             | 22                      | 55 496          | 6 645                    | 1 360                           | 127   | 11 003                       | 5 207  | 5 747  |
| 42143                                     | Computer & computer peripheral equipment & software whsle . . . . .        | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                                      | Electrical goods whsle . . . . .   | 13                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 42169                                     | Other electronic parts & equipment whsle . . . . .                         | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217                                      | Hardware, & plumbing & heating equipment & supplies whsle . . . . .        | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                      | Machinery, equipment, & supplies whsle . . . . .                           | 24                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42181                                     | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42183                                     | Industrial machinery & equipment whsle . . . . .                           | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42186                                     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .    | 5                       | 139 231         | 8 153                    | 1 649                           | 140   | 25 094                       | 28 623   | 37 379   |
| 4219                                      | Miscellaneous durable goods whsle . . . . .                                | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42191                                     | Sporting & recreational goods & supplies whsle . . . . .                   | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                       | Wholesale trade, nondurable goods . . . . .                                | 33                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4223                                      | Apparel, piece goods, & notions whsle . . . . .                            | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                                      | Grocery & related products whsle . . . . .                                 | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                                     | Other grocery & related products whsle . . . . .                           | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226                                      | Chemical & allied products whsle . . . . .                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269                                     | Other chemical & allied products whsle . . . . .                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229                                      | Miscellaneous nondurable goods whsle . . . . .                             | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42299                                     | Other miscellaneous nondurable goods whsle . . . . .                       | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
|   | <b>Manufacturers' sales branches and sales offices . . . . .</b>           | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|   | <b>Agents, brokers, and commission merchants . . . . .</b>                 | <b>23</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                       | Wholesale trade, durable goods . . . . .                                   | 18                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216                                      | Electrical goods whsle . . . . .   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                      | Machinery, equipment, & supplies whsle . . . . .                           | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42186                                     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .    | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                       | Wholesale trade, nondurable goods . . . . .                                | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                                      | Grocery & related products whsle . . . . .                                 | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227                                      | Petroleum & petroleum products whsle . . . . .                             | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42272                                     | Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . . | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |

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| NAICS code                             | Geographic area, type of operation, and kind of business | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF LOUISA COUNTY, VA</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
| 42                                     | Wholesale trade .....                                    | 14                      | 29 107          | 2 916                    | 641                             | 105   | 5 614                        | 2 375  | 2 457  |
| 421                                    | Wholesale trade, durable goods .....                     | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                                   | Lumber & other construction materials whsle .....        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                    | Wholesale trade, nondurable goods .....                  | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226                                   | Chemical & allied products whsle .....                   | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|  | <b>Merchant wholesalers .....</b>                        | <b>13</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                    | Wholesale trade, durable goods .....                     | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                                   | Lumber & other construction materials whsle .....        | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Agents, brokers, and commission merchants .....</b>   | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                                    | Wholesale trade, nondurable goods .....                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF LUNENBURG COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 42                                     | Wholesale trade .....                                    | 11                      | 25 928          | 1 315                    | 334                             | 55  | 3 518                        | 1 371  | 1 310  |
| 421                                    | Wholesale trade, durable goods .....                     | 4                       | 4 894           | 194                      | 48                              | 14  | 703                          | 296  | 305  |
| 422                                    | Wholesale trade, nondurable goods .....                  | 7                       | 21 034          | 1 121                    | 286                             | 41  | 2 815                        | 1 075  | 1 005  |
|  | <b>Merchant wholesalers .....</b>                        | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                    | Wholesale trade, durable goods .....                     | 4                       | 4 894           | 194                      | 48                              | 14  | 703                          | 296  | 305  |
| 422                                    | Wholesale trade, nondurable goods .....                  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Agents, brokers, and commission merchants .....</b>   | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF MADISON COUNTY, VA</b>   |  |                         |                 |                          |                                 |   |                              |  |  |
| 42                                     | Wholesale trade .....                                    | 9                       | 7 573           | 581                      | 103                             | 30  | 1 225                        | 878  | 874  |
| 421                                    | Wholesale trade, durable goods .....                     | 5                       | 4 926           | 288                      | 43                              | 11  | 641                          | 538  | 551  |
|  | <b>Merchant wholesalers .....</b>                        | <b>8</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|  | <b>Agents, brokers, and commission merchants .....</b>   | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF MATHEWS COUNTY, VA</b>   |  |                         |                 |                          |                                 |   |                              |  |  |
| 42                                     | Wholesale trade .....                                    | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421                                    | Wholesale trade, durable goods .....                     | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                    | Wholesale trade, nondurable goods .....                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Merchant wholesalers .....</b>                        | <b>9</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                    | Wholesale trade, durable goods .....                     | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                    | Wholesale trade, nondurable goods .....                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |

Table 7. Summary Statistics for Places: 1997—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                               | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF MECKLENBURG COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                | <b>Wholesale trade .....</b>                               | <b>26</b>               | <b>40 381</b>   | <b>3 738</b>             | <b>827</b>                      | <b>164</b>  | <b>7 760</b>                 | <b>4 237</b>                                   | <b>8 542</b>                                   |
| 421                                      | Wholesale trade, durable goods .....                       | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                     | Machinery, equipment, & supplies whsle .....               | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                                     | Miscellaneous durable goods whsle ...                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                      | Wholesale trade, nondurable goods .....                    | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                                     | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271                                    | Petroleum bulk stations & terminals .                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229                                     | Miscellaneous nondurable goods whsle .....                 | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Merchant wholesalers .....</b>                          | <b>23</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                      | Wholesale trade, durable goods .....                       | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                     | Machinery, equipment, & supplies whsle .....               | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                                     | Miscellaneous durable goods whsle ...                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                      | Wholesale trade, nondurable goods .....                    | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                                     | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|  | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|  | <b>Agents, brokers, and commission merchants .....</b>     | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF MIDDLESEX COUNTY, VA</b>   |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                | <b>Wholesale trade .....</b>                               | <b>17</b>               | <b>26 172</b>   | <b>2 732</b>             | <b>567</b>                      | <b>121</b>  | <b>5 530</b>                 | <b>1 710</b>                                   | <b>1 772</b>                                   |
| 421                                      | Wholesale trade, durable goods .....                       | 6                       | 5 836           | 907                      | 180                             | 27  | 1 581                        | 282  | 508  |
| 422                                      | Wholesale trade, nondurable goods .....                    | 11                      | 20 336          | 1 825                    | 387                             | 94  | 3 949                        | 1 428  | 1 264  |
| 4224                                     | Grocery & related products whsle .....                     | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Merchant wholesalers .....</b>                          | <b>16</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                      | Wholesale trade, durable goods .....                       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                      | Wholesale trade, nondurable goods .....                    | 11                      | 20 336          | 1 825                    | 387                             | 94  | 3 949                        | 1 428  | 1 264  |
| 4224                                     | Grocery & related products whsle .....                     | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Agents, brokers, and commission merchants .....</b>     | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF MONTGOMERY COUNTY, VA</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                | <b>Wholesale trade .....</b>                               | <b>9</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                      | Wholesale trade, durable goods .....                       | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                                     | Motor vehicle & motor vehicle parts & supplies whsle ..... | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                                    | Automobile & other motor vehicle whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114                                    | Motor vehicle parts, (used) whsle ...                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                     | Machinery, equipment, & supplies whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Merchant wholesalers .....</b>                          | <b>7</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                      | Wholesale trade, durable goods .....                       | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211                                     | Motor vehicle & motor vehicle parts & supplies whsle ..... | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114                                    | Motor vehicle parts, (used) whsle ...                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                     | Machinery, equipment, & supplies whsle .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Agents, brokers, and commission merchants .....</b>     | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                      | Wholesale trade, durable goods .....                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211                                     | Motor vehicle & motor vehicle parts & supplies whsle ..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42111                                    | Automobile & other motor vehicle whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |

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|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>BALANCE OF NELSON COUNTY, VA</b>         |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | <b>Wholesale trade</b> .....                              | 7                       | 6 052           | 254                      | 51                              | 13  | 729                          | 136                                | 147                                |
|   | <b>Merchant wholesalers</b> .....                         | 5                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
|   | <b>Agents, brokers, and commission merchants</b> .....    | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>BALANCE OF NEW KENT COUNTY, VA</b>       |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | <b>Wholesale trade</b> .....                              | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421   | Wholesale trade, durable goods .....                      | 9                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|   | <b>Merchant wholesalers</b> .....                         | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421   | Wholesale trade, durable goods .....                      | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|   | <b>Agents, brokers, and commission merchants</b> .....    | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>BALANCE OF NORTHAMPTON COUNTY, VA</b>    |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | <b>Wholesale trade</b> .....                              | 22                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                   | 19                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224  | Grocery & related products whsle .....                    | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42248                                       | Fresh fruit & vegetable whsle .....                       | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422480                                      | Fresh fruit & vegetable whsle .....                       | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|   | <b>Merchant wholesalers</b> .....                         | 21                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                   | 18                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224  | Grocery & related products whsle .....                    | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42248                                       | Fresh fruit & vegetable whsle .....                       | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422480                                      | Fresh fruit & vegetable whsle .....                       | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
|   | <b>Manufacturers' sales branches and sales offices</b> .. | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>BALANCE OF NORTHUMBERLAND COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | <b>Wholesale trade</b> .....                              | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                   | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224  | Grocery & related products whsle .....                    | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|   | <b>Merchant wholesalers</b> .....                         | 12                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                   | 11                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224  | Grocery & related products whsle .....                    | 9                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|   | <b>Agents, brokers, and commission merchants</b> .....    | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>BALANCE OF NOTTOWAY COUNTY, VA</b>       |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | <b>Wholesale trade</b> .....                              | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421   | Wholesale trade, durable goods .....                      | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218  | Machinery, equipment, & supplies whsle .....              | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42182                                       | Farm & garden machinery & equipment whsle .....           | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                   | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227  | Petroleum & petroleum products whsle .....                | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42271                                       | Petroleum bulk stations & terminals ..                    | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
|   | <b>Merchant wholesalers</b> .....                         | 4                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 421   | Wholesale trade, durable goods .....                      | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218  | Machinery, equipment, & supplies whsle .....              | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42182                                       | Farm & garden machinery & equipment whsle .....           | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                   | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4227  | Petroleum & petroleum products whsle .....                | 1                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |



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|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF ORANGE COUNTY, VA</b>                       |  |                         |                 |                          |                                 |   |                              |  |  |
| 42  | Wholesale trade .....                                    | 18                      | 52 113          | 2 878                    | 640                             | 118   | 5 293                        | 8 630  | 8 985  |
| 421   | Wholesale trade, durable goods .....                     | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle .....        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182   | Farm & garden machinery & equipment whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                     | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle .....        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....             | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182   | Farm & garden machinery & equipment whsle .....          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Manufacturers' sales branches and sales offices ..       | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Agents, brokers, and commission merchants .....          | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF PAGE COUNTY, VA</b>                         |  |                         |                 |                          |                                 |   |                              |  |  |
| 42  | Wholesale trade .....                                    | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Merchant wholesalers .....                               | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF PATRICK COUNTY, VA</b>                      |  |                         |                 |                          |                                 |   |                              |  |  |
| 42  | Wholesale trade .....                                    | 11                      | 24 497          | 3 721                    | 732                             | 194   | 5 638                        | 3 544  | 4 259  |
| 421   | Wholesale trade, durable goods .....                     | 6                       | 16 759          | 1 835                    | 383                             | 86  | 2 973                        | 3 439  | 4 093  |
| 4213  | Lumber & other construction materials whsle .....        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle ...                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42199   | Other miscellaneous durable goods whsle .....            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990  | Other miscellaneous durable goods whsle .....            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                  | 5                       | 7 738           | 1 886                    | 349                             | 108   | 2 665                        | 105  | 166  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                     | 6                       | 16 759          | 1 835                    | 383                             | 86  | 2 973                        | 3 439  | 4 093  |
| 4213  | Lumber & other construction materials whsle .....        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whsle ...                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42199   | Other miscellaneous durable goods whsle .....            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990  | Other miscellaneous durable goods whsle .....            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                  | 5                       | 7 738           | 1 886                    | 349                             | 108   | 2 665                        | 105  | 166  |

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|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF PITTSYLVANIA COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                 | <b>Wholesale trade .....</b>                               | <b>46</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                       | Wholesale trade, durable goods .....                       | 31                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                                      | Motor vehicle & motor vehicle parts & supplies whsle ..... | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                      | Machinery, equipment, & supplies whsle .....               | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182                                     | Farm & garden machinery & equipment whsle .....            | 5                       | 11 584          | 1 216                    | 291                             | 49  | 2 271                        | 3 407  | 3 514  |
| 421820                                    | Farm & garden machinery & equipment whsle .....            | 5                       | 11 584          | 1 216                    | 291                             | 49  | 2 271                        | 3 407  | 3 514  |
| 4218201                                   | Farm machinery & equipment—farm dealers .....              | 5                       | 11 584          | 1 216                    | 291                             | 49  | 2 271                        | 3 407  | 3 514  |
| 4219                                      | Miscellaneous durable goods whsle ...                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                                     | Other miscellaneous durable goods whsle .....              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                                    | Other miscellaneous durable goods whsle .....              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                       | Wholesale trade, nondurable goods .....                    | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225                                      | Farm-product raw material whsle .....                      | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42259                                     | Other farm product raw material whsle .....                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422590                                    | Other farm product raw material whsle .....                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227                                      | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                                     | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422710                                    | Petroleum bulk stations & terminals .....                  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|   | <b>Merchant wholesalers .....</b>                          | <b>39</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                       | Wholesale trade, durable goods .....                       | 27                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                                      | Motor vehicle & motor vehicle parts & supplies whsle ..... | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                      | Machinery, equipment, & supplies whsle .....               | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42182                                     | Farm & garden machinery & equipment whsle .....            | 5                       | 11 584          | 1 216                    | 291                             | 49  | 2 271                        | 3 407  | 3 514  |
| 421820                                    | Farm & garden machinery & equipment whsle .....            | 5                       | 11 584          | 1 216                    | 291                             | 49  | 2 271                        | 3 407  | 3 514  |
| 4218201                                   | Farm machinery & equipment—farm dealers .....              | 5                       | 11 584          | 1 216                    | 291                             | 49  | 2 271                        | 3 407  | 3 514  |
| 4219                                      | Miscellaneous durable goods whsle ...                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                                     | Other miscellaneous durable goods whsle .....              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421990                                    | Other miscellaneous durable goods whsle .....              | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                       | Wholesale trade, nondurable goods .....                    | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                                      | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|   | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|   | <b>Agents, brokers, and commission merchants .....</b>     | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422                                       | Wholesale trade, nondurable goods .....                    | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4225                                      | Farm-product raw material whsle .....                      | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42259                                     | Other farm product raw material whsle .....                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422590                                    | Other farm product raw material whsle .....                | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF POWHATAN COUNTY, VA</b>     |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                 | <b>Wholesale trade .....</b>                               | <b>21</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                       | Wholesale trade, durable goods .....                       | 16                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                      | Machinery, equipment, & supplies whsle .....               | 5                       | 6 184           | 773                      | 163                             | 17  | 1 273                        | 102  | 79   |
| 422                                       | Wholesale trade, nondurable goods .....                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226                                      | Chemical & allied products whsle .....                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42261                                     | Plastics materials & basic forms & shapes whsle .....      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422610                                    | Plastics materials & basic forms & shapes whsle .....      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|   | <b>Merchant wholesalers .....</b>                          | <b>13</b>               | <b>11 297</b>   | <b>1 750</b>             | <b>326</b>                      | <b>43</b>   | <b>3 838</b>                 | <b>457</b>                                     | <b>438</b>                                     |
| 421                                       | Wholesale trade, durable goods .....                       | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 7. Summary Statistics for Places: 1997—Con.**

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| NAICS code                                  | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000)  | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|------------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF POWHATAN COUNTY, VA—Con.</b>  |   |                         |                  |                          |                                 |   |                              |  |  |
|   | <b>Agents, brokers, and commission merchants .....</b>                  | <b>8</b>                | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                                    | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                                 | 3                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 4226  | Chemical & allied products whsle .....                                  | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 42261                                       | Plastics materials & basic forms & shapes whsle .....                   | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| 422610                                      | Plastics materials & basic forms & shapes whsle .....                   | 1                       | D                | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF PRINCE EDWARD COUNTY, VA</b>  |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>                                   | <b>Wholesale trade .....</b>  | <b>7</b>                | <b>7 401</b>     | <b>648</b>               | <b>150</b>                      | <b>25</b>   | <b>1 602</b>                 | <b>655</b>                                     | <b>772</b>                                     |
| 421   | Wholesale trade, durable goods .....                                    | 4                       | D                | D                        | D                               | a   | D                            | D  | D  |
|   | <b>Merchant wholesalers .....</b>                                       | <b>6</b>                | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|   | <b>Agents, brokers, and commission merchants .....</b>                  | <b>1</b>                | <b>D</b>         | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF PRINCE GEORGE COUNTY, VA</b>  |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>                                   | <b>Wholesale trade .....</b>  | <b>16</b>               | <b>62 401</b>    | <b>5 752</b>             | <b>1 266</b>                    | <b>189</b>  | <b>10 404</b>                | <b>4 749</b>                                   | <b>5 365</b>                                   |
| 421   | Wholesale trade, durable goods .....                                    | 10                      | 22 741           | 2 807                    | 596                             | 93  | 4 812                        | 3 464  | 3 970  |
| 4218  | Machinery, equipment, & supplies whsle .....                            | 5                       | 17 334           | 1 681                    | 398                             | 45  | 2 910                        | 3 347  | 3 850  |
| 422   | Wholesale trade, nondurable goods .....                                 | 6                       | 39 660           | 2 945                    | 670                             | 96  | 5 592                        | 1 285  | 1 395  |
| 4224  | Grocery & related products whsle .....                                  | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42245                                       | Confectionery whsle .....   | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422450                                      | Confectionery whsle .....   | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
|   | <b>Merchant wholesalers .....</b>                                       | <b>16</b>               | <b>62 401</b>    | <b>5 752</b>             | <b>1 266</b>                    | <b>189</b>  | <b>10 404</b>                | <b>4 749</b>                                   | <b>5 365</b>                                   |
| 421   | Wholesale trade, durable goods .....                                    | 10                      | 22 741           | 2 807                    | 596                             | 93  | 4 812                        | 3 464  | 3 970  |
| 4218  | Machinery, equipment, & supplies whsle .....                            | 5                       | 17 334           | 1 681                    | 398                             | 45  | 2 910                        | 3 347  | 3 850  |
| 422   | Wholesale trade, nondurable goods .....                                 | 6                       | 39 660           | 2 945                    | 670                             | 96  | 5 592                        | 1 285  | 1 395  |
| 4224  | Grocery & related products whsle .....                                  | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42245                                       | Confectionery whsle .....   | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 422450                                      | Confectionery whsle .....   | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |
| <b>BALANCE OF PRINCE WILLIAM COUNTY, VA</b> |   |                         |                  |                          |                                 |   |                              |  |  |
| <b>42</b>                                   | <b>Wholesale trade .....</b>  | <b>145</b>              | <b>1 179 990</b> | <b>59 253</b>            | <b>13 776</b>                   | <b>1 677</b>  | <b>113 980</b>               | <b>54 256</b>                                  | <b>54 233</b>                                  |
| 421   | Wholesale trade, durable goods .....                                    | 98                      | D                | D                        | D                               | g   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle .....              | 15                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42111                                       | Automobile & other motor vehicle whsle .....                            | 5                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42114                                       | Motor vehicle parts, (used) whsle ...                                   | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4212  | Furniture & home furnishings whsle ...                                  | 5                       | 28 077           | 2 177                    | 399                             | 49  | 3 465                        | 666  | 687  |
| 42122                                       | Home furnishings whsle .....  | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle .....                       | 8                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42131                                       | Lumber, plywood, millwork, & wood panel whsle .....                     | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 42132                                       | Brick, stone, & related construction materials whsle .....              | 3                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4214  | Professional & commercial equipment & supplies whsle .....              | 31                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 42143                                       | Computer & computer peripheral equipment & software whsle .....         | 15                      | D                | D                        | D                               | e   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle .....                          | 4                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4216  | Electrical goods whsle .....  | 15                      | 55 415           | 5 571                    | 1 172                           | 138   | 12 972                       | 5 500  | 5 943  |
| 42161                                       | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 6                       | D                | D                        | D                               | c   | D                            | D  | D  |
| 42169                                       | Other electronic parts & equipment whsle .....                          | 9                       | D                | D                        | D                               | b   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle .....         | 6                       | 11 058           | 1 856                    | 559                             | 95  | 3 352                        | 3 625  | 3 616  |
| 4218  | Machinery, equipment, & supplies whsle .....                            | 10                      | D                | D                        | D                               | c   | D                            | D  | D  |
| 42185                                       | Service establishment equipment & supplies whsle .....                  | 2                       | D                | D                        | D                               | b   | D                            | D  | D  |

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| NAICS code                                       | Geographic area, type of operation, and kind of business                    | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF PRINCE WILLIAM COUNTY, VA—Con.</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |                         |                 |                          |                                 |   |                              |  |  |
| 422  | Wholesale trade, nondurable goods . . . .                                   | 47                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle .                                     | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42232  | Men's & boys' clothing & furnishings whsle . . . . .                        | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . .                                    | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42242  | Packaged frozen food whsle . . . . .  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249  | Other grocery & related products whsle . . . . .                            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                              | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals .                                       | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                              | 15                      | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Merchant wholesalers . . . . .</b>                                       | <b>120</b>              | <b>673 573</b>  | <b>49 495</b>            | <b>11 538</b>                   | <b>1 464</b>  | <b>96 857</b>                | <b>46 353</b>                                  | <b>45 417</b>                                  |
| 421  | Wholesale trade, durable goods . . . . .                                    | 84                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111  | Automobile & other motor vehicle whsle . . . . .                            | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114  | Motor vehicle parts, (used) whsle . . .                                     | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whsle . . . . .                       | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42131  | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214   | Professional & commercial equipment & supplies whsle . . . . .              | 26                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42143  | Computer & computer peripheral equipment & software whsle . . . . .         | 14                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215   | Metal & mineral (except petroleum) whsle . . . . .                          | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4216   | Electrical goods whsle . . . . .  | 12                      | 44 065          | 5 283                    | 1 121                           | 126   | 12 472                       | 5 500  | 5 943  |
| 42161  | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217   | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 6                       | 11 058          | 1 856                    | 559                             | 95  | 3 352                        | 3 625  | 3 616  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                            | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42185  | Service establishment equipment & supplies whsle . . . . .                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . .                                   | 36                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4223   | Apparel, piece goods, & notions whsle .                                     | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42232  | Men's & boys' clothing & furnishings whsle . . . . .                        | 4                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . .                                    | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42242  | Packaged frozen food whsle . . . . .  | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                              | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Manufacturers' sales branches and sales offices . .</b>                  | <b>10</b>               | <b>450 773</b>  | <b>7 267</b>             | <b>1 834</b>                    | <b>154</b>  | <b>13 419</b>                | <b>7 903</b>                                   | <b>8 816</b>                                   |
| 421  | Wholesale trade, durable goods . . . . .                                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whsle . . . . .                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42132  | Brick, stone, & related construction materials whsle . . . . .              | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . .                                   | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . .                                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249  | Other grocery & related products whsle . . . . .                            | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                              | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271  | Petroleum bulk stations & terminals .                                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                              | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Agents, brokers, and commission merchants . . . . .</b>                  | <b>15</b>               | <b>55 644</b>   | <b>2 491</b>             | <b>404</b>                      | <b>59</b>   | <b>3 704</b>                 | <b>—</b>                                       | <b>—</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                                    | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 4212   | Furniture & home furnishings whsle . . .                                    | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42122  | Home furnishings whsle . . . . .  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214   | Professional & commercial equipment & supplies whsle . . . . .              | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |

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| NAICS code  | Geographic area, type of operation, and kind of business        | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories* (\$1,000) | End-of-1997 inventories* (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>BALANCE OF PULASKI COUNTY, VA</b>                      |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | Wholesale trade .....   | 12                      | 67 642          | 3 688                    | 762                             | 153   | 8 163                        | 3 908                              | 5 503                              |
| 421   | Wholesale trade, durable goods .....                            | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42171   | Hardware whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                         | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224  | Grocery & related products whsle .....                          | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42249   | Other grocery & related products whsle .....                    | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>8 D D D b D D D D</b>                                  |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421   | Wholesale trade, durable goods .....                            | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle ..... | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42171   | Hardware whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Manufacturers' sales branches and sales offices ..</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>1 D D D b D D D D</b>                                  |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422   | Wholesale trade, nondurable goods .....                         | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Agents, brokers, and commission merchants .....</b>    |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>3 D D D a D D D D</b>                                  |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 421   | Wholesale trade, durable goods .....                            | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                         | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>BALANCE OF RAPPAHANNOCK COUNTY, VA</b>                 |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | Wholesale trade .....   | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                         | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224  | Grocery & related products whsle .....                          | 3                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>3 D D D a D D D D</b>                                  |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>Manufacturers' sales branches and sales offices ..</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>1 D D D a D D D D</b>                                  |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>Agents, brokers, and commission merchants .....</b>    |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>2 D D D a D D D D</b>                                  |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422   | Wholesale trade, nondurable goods .....                         | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| 4224  | Grocery & related products whsle .....                          | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>BALANCE OF RICHMOND COUNTY, VA</b>                     |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 42  | Wholesale trade .....   | 17                      | 18 735          | 2 157                    | 458                             | 89  | 4 555                        | 1 144                              | 1 464                              |
| 422   | Wholesale trade, nondurable goods .....                         | 10                      | 16 219          | 1 776                    | 383                             | 75  | 3 823                        | 711                                | 821                                |
| <b>Merchant wholesalers .....</b>                         |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>15 D D D b D D D D</b>                                 |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| 422   | Wholesale trade, nondurable goods .....                         | 8                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Manufacturers' sales branches and sales offices ..</b> |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>1 D D D a D D D D</b>                                  |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>Agents, brokers, and commission merchants .....</b>    |   |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>1 D D D a D D D D</b>                                  |   |                         |                 |                          |                                 |   |                              |                                    |                                    |

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| NAICS code                              | Geographic area, type of operation, and kind of business                | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|---|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF ROANOKE COUNTY, VA</b>    |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                               | <b>Wholesale trade .....</b>  | <b>80</b>               | <b>355 703</b>  | <b>20 692</b>            | <b>5 055</b>                    | <b>630</b>  | <b>38 668</b>                | <b>22 472</b>                                  | <b>24 831</b>                                  |
| 421                                     | Wholesale trade, durable goods .....                                    | 58                      | 146 909         | 12 646                   | 2 879                           | 376   | 22 604                       | 18 015   | 20 247   |
| 4211                                    | Motor vehicle & motor vehicle parts & supplies whsle.....               | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111                                   | Automobile & other motor vehicle whsle .....                            | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213                                    | Lumber & other construction materials whsle .....                       | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                                    | Professional & commercial equipment & supplies whsle .....              | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42144                                   | Other commercial equipment whsle ..                                     | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4216                                    | Electrical goods whsle .....  | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42161                                   | Electrical apparatus & equip, wiring supp, & const material whsle ..... | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218                                    | Machinery, equipment, & supplies whsle .....                            | 20                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42181                                   | Construction & mining (except petroleum) machinery & equip whsle .....  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42184                                   | Industrial supplies whsle .....   | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                                    | Miscellaneous durable goods whsle ...                                   | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                     | Wholesale trade, nondurable goods .....                                 | 22                      | 208 794         | 8 046                    | 2 176                           | 254   | 16 064                       | 4 457  | 4 584  |
| 4224                                    | Grocery & related products whsle .....                                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4227                                    | Petroleum & petroleum products whsle .....                              | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                                   | Petroleum bulk stations & terminals ..                                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4228                                    | Beer, wine, & distilled alcoholic beverage whsle .....                  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42281                                   | Beer & ale whsle .....  | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
|   | <b>Merchant wholesalers .....</b>                                       | <b>60</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                     | Wholesale trade, durable goods .....                                    | 44                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211                                    | Motor vehicle & motor vehicle parts & supplies whsle .....              | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                                    | Lumber & other construction materials whsle .....                       | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4214                                    | Professional & commercial equipment & supplies whsle .....              | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42144                                   | Other commercial equipment whsle ..                                     | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218                                    | Machinery, equipment, & supplies whsle .....                            | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4219                                    | Miscellaneous durable goods whsle ...                                   | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                     | Wholesale trade, nondurable goods .....                                 | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                                    | Petroleum & petroleum products whsle .....                              | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|   | <b>Manufacturers' sales branches and sales offices ..</b>               | <b>10</b>               | <b>130 634</b>  | <b>3 504</b>             | <b>908</b>                      | <b>88</b>   | <b>6 344</b>                 | <b>3 168</b>                                   | <b>6 086</b>                                   |
| 421                                     | Wholesale trade, durable goods .....                                    | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                     | Wholesale trade, nondurable goods .....                                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                                    | Petroleum & petroleum products whsle .....                              | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271                                   | Petroleum bulk stations & terminals ..                                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|   | <b>Agents, brokers, and commission merchants .....</b>                  | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                     | Wholesale trade, durable goods .....                                    | 7                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422                                     | Wholesale trade, nondurable goods .....                                 | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4224                                    | Grocery & related products whsle .....                                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF ROCKBRIDGE COUNTY, VA</b> |   |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                               | <b>Wholesale trade .....</b>  | <b>10</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                     | Wholesale trade, durable goods .....                                    | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                                    | Lumber & other construction materials whsle .....                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|   | <b>Merchant wholesalers .....</b>                                       | <b>9</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                     | Wholesale trade, durable goods .....                                    | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213                                    | Lumber & other construction materials whsle .....                       | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
|   | <b>Agents, brokers, and commission merchants .....</b>                  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |

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|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF ROCKINGHAM COUNTY, VA</b>                   |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>                               | <b>56</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>g</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                       | 40                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 7                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle .....               | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle .....          | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle .....             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151   | Metal service centers & offices .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....               | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42182   | Farm & garden machinery & equipment whsle .....            | 9                       | 16 828          | 2 939                    | 684                             | 113   | 5 024                        | 4 116  | 4 187  |
| 4219  | Miscellaneous durable goods whsle ...                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                    | 16                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                     | 7                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42241   | General-line grocery whsle .....                           | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4225  | Farm-product raw material whsle .....                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>421</b>  | <b>Wholesale trade, durable goods .....</b>                | <b>35</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle .....               | 2                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whsle .....          | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4215  | Metal & mineral (except petroleum) whsle .....             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42151   | Metal service centers & offices .....                      | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....               | 14                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42182   | Farm & garden machinery & equipment whsle .....            | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                    | 12                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4224  | Grocery & related products whsle .....                     | 5                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42241   | General-line grocery whsle .....                           | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>421</b>  | <b>Wholesale trade, durable goods .....</b>                | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>421</b>  | <b>Wholesale trade, durable goods .....</b>                | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42111   | Automobile & other motor vehicle whsle .....               | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>BALANCE OF RUSSELL COUNTY, VA</b>                      |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>                               | <b>7</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                       | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218  | Machinery, equipment, & supplies whsle .....               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                 | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>421</b>  | <b>Wholesale trade, durable goods .....</b>                | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 4218  | Machinery, equipment, & supplies whsle .....               | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                    | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229  | Miscellaneous nondurable goods whsle .....                 | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

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|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF SCOTT COUNTY, VA</b>                        |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>                                   | <b>11</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                           | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whse.....       | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                        | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4226  | Chemical & allied products whse .....                          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42269   | Other chemical & allied products whse .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422690  | Other chemical & allied products whse .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>9</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                           | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4211  | Motor vehicle & motor vehicle parts & supplies whse.....       | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                        | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>1</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| 422   | Wholesale trade, nondurable goods .....                        | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>1</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>BALANCE OF SHENANDOAH COUNTY, VA</b>                   |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>                                   | <b>20</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                           | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                        | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whse .....                          | 4                       | 18 038          | 1 764                    | 365                             | 84  | 3 486                        | 476  | 454  |
| 4229  | Miscellaneous nondurable goods whse .....                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>19</b>   |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                           | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                        | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224  | Grocery & related products whse .....                          | 4                       | 18 038          | 1 764                    | 365                             | 84  | 3 486                        | 476  | 454  |
| 4229  | Miscellaneous nondurable goods whse .....                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>1</b>  |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>BALANCE OF SMYTH COUNTY, VA</b>                        |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>   | <b>Wholesale trade .....</b>                                   | <b>18</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421   | Wholesale trade, durable goods .....                           | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whse .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whse ..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42171   | Hardware whse .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whse ...                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199   | Other miscellaneous durable goods whse .....                   | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                        | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224  | Grocery & related products whse .....                          | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42249   | Other grocery & related products whse .....                    | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>16</b>   |  |                         |                 |                          |                                 |   |                              |  |  |
| 421   | Wholesale trade, durable goods .....                           | 11                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213  | Lumber & other construction materials whse .....               | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4217  | Hardware, & plumbing & heating equipment & supplies whse ..... | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42171   | Hardware whse .....  | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219  | Miscellaneous durable goods whse ...                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199   | Other miscellaneous durable goods whse .....                   | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422   | Wholesale trade, nondurable goods .....                        | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>1</b>  |  |                         |                 |                          |                                 |   |                              |  |  |



**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business         | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|------------|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
|            | <b>BALANCE OF SMYTH COUNTY, VA—Con.</b>                          |                         |                 |                          |                                 |   |                              |  |  |
|            | <b>Agents, brokers, and commission merchants . . . . .</b>       | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>BALANCE OF SOUTHAMPTON COUNTY, VA</b>                         |                         |                 |                          |                                 |   |                              |  |  |
| 42         | <b>Wholesale trade . . . . .</b>                                 | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421        | Wholesale trade, durable goods . . . . .                         | 4                       | 2 723           | 338                      | 93                              | 23  | 682                          | 370  | 442  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle . . . . .                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42259      | Other farm product raw material whsle . . . . .                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422590     | Other farm product raw material whsle . . . . .                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42291      | Farm supplies whsle . . . . .                                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910     | Farm supplies whsle . . . . .                                    | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229101    | Farm supplies—farm dealers . . . . .                             | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Merchant wholesalers . . . . .</b>                            | 16                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 421        | Wholesale trade, durable goods . . . . .                         | 4                       | 2 723           | 338                      | 93                              | 23  | 682                          | 370  | 442  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 12                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4225       | Farm-product raw material whsle . . . . .                        | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42259      | Other farm product raw material whsle . . . . .                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422590     | Other farm product raw material whsle . . . . .                  | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                   | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42291      | Farm supplies whsle . . . . .                                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422910     | Farm supplies whsle . . . . .                                    | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
|            | <b>Manufacturers' sales branches and sales offices . . . . .</b> | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|            | <b>BALANCE OF SPOTSYLVANIA COUNTY, VA</b>                        |                         |                 |                          |                                 |   |                              |  |  |
| 42         | <b>Wholesale trade . . . . .</b>                                 | 67                      | 686 041         | 19 547                   | 4 315                           | 821   | 34 668                       | 12 693   | 16 430   |
| 421        | Wholesale trade, durable goods . . . . .                         | 55                      | 660 004         | 17 333                   | 3 744                           | 731   | 31 377                       | 12 101   | 15 871   |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 14                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 42111      | Automobile & other motor vehicle whsle . . . . .                 | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421110     | Automobile & other motor vehicle whsle . . . . .                 | 6                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211101    | Automobile & motorcycle whsle . . . . .                          | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42114      | Motor vehicle parts, (used) whsle . . . . .                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140     | Motor vehicle parts, (used) whsle . . . . .                      | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213       | Lumber & other construction materials whsle . . . . .            | 6                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42131      | Lumber, plywood, millwork, & wood panel whsle . . . . .          | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 421310     | Lumber, plywood, millwork, & wood panel whsle . . . . .          | 5                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4213102    | Lumber with yard whsle . . . . .                                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle . . . . .          | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                 | 17                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42183      | Industrial machinery & equipment whsle . . . . .                 | 5                       | 19 213          | 1 783                    | 477                             | 54  | 3 162                        | 1 279  | 1 678  |
| 421830     | Industrial machinery & equipment whsle . . . . .                 | 5                       | 19 213          | 1 783                    | 477                             | 54  | 3 162                        | 1 279  | 1 678  |
| 42185      | Service establishment equipment & supplies whsle . . . . .       | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421850     | Service establishment equipment & supplies whsle . . . . .       | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 12                      | 26 037          | 2 214                    | 571                             | 90  | 3 291                        | 592  | 559  |
| 4224       | Grocery & related products whsle . . . . .                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                                     | Geographic area, type of operation, and kind of business         | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF SPOTSYLVANIA COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|  | <b>Merchant wholesalers . . . . .</b>                            | <b>54</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                         | 43                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 13                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42111  | Automobile & other motor vehicle whsle . . . . .                 | 5                       | D               | D                        | D                               | b   | D                            | D  |  |
| 421110   | Automobile & other motor vehicle whsle . . . . .                 | 5                       | D               | D                        | D                               | b   | D                            | D  |  |
| 42114  | Motor vehicle parts, (used) whsle . . . . .                      | 6                       | D               | D                        | D                               | b   | D                            | D  |  |
| 421140   | Motor vehicle parts, (used) whsle . . . . .                      | 6                       | D               | D                        | D                               | b   | D                            | D  |  |
| 4213   | Lumber & other construction materials whsle . . . . .            | 4                       | D               | D                        | D                               | b   | D                            | D  |  |
| 42131  | Lumber, plywood, millwork, & wood panel whsle . . . . .          | 4                       | D               | D                        | D                               | b   | D                            | D  |  |
| 421310   | Lumber, plywood, millwork, & wood panel whsle . . . . .          | 4                       | D               | D                        | D                               | b   | D                            | D  |  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                 | 13                      | 33 218          | 4 012                    | 876                             | 114   | 8 849                        | 6 979  | 8 042  |
| 42183  | Industrial machinery & equipment whsle . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421830   | Industrial machinery & equipment whsle . . . . .                 | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .                      | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|  | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>11</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                         | 10                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42111  | Automobile & other motor vehicle whsle . . . . .                 | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 421110   | Automobile & other motor vehicle whsle . . . . .                 | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4211101  | Automobile & motorcycle whsle . . . . .                          | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4213   | Lumber & other construction materials whsle . . . . .            | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42131  | Lumber, plywood, millwork, & wood panel whsle . . . . .          | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421310   | Lumber, plywood, millwork, & wood panel whsle . . . . .          | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4213103  | Plywood, veneer, millwork, & wood panel whsle . . . . .          | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .                      | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF STAFFORD COUNTY, VA</b>          |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                      | <b>Wholesale trade . . . . .</b>                                 | <b>47</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>g</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                         | 33                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42111  | Automobile & other motor vehicle whsle . . . . .                 | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 421110   | Automobile & other motor vehicle whsle . . . . .                 | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42114  | Motor vehicle parts, (used) whsle . . . . .                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140   | Motor vehicle parts, (used) whsle . . . . .                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                 | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle . . . . .                      | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .                      | 14                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . . .                       | 4                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42241  | General-line grocery whsle . . . . .                             | 2                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 422410   | General-line grocery whsle . . . . .                             | 2                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224103  | Other general-line grocery whsle . . . . .                       | 2                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4228   | Beer, wine, & distilled alcoholic beverage whsle . . . . .       | 4                       | 28 081          | 3 180                    | 740                             | 130   | 5 941                        | 1 452  | 1 641  |
| 42281  | Beer & ale whsle . . . . .                                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422810   | Beer & ale whsle . . . . .                                       | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |

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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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                                 | Geographic area, type of operation, and kind of business         | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF STAFFORD COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|  | <b>Merchant wholesalers . . . . .</b>                            | <b>38</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>g</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                         | 28                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                                       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .   | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42114                                      | Motor vehicle parts, (used) whsle . . . . .                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 421140                                     | Motor vehicle parts, (used) whsle . . . . .                      | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4218                                       | Machinery, equipment, & supplies whsle . . . . .                 | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219                                       | Miscellaneous durable goods whsle . . . . .                      | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . . .                      | 10                      | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224                                       | Grocery & related products whsle . . . . .                       | 2                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 42241                                      | General-line grocery whsle . . . . .                             | 2                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 422410                                     | General-line grocery whsle . . . . .                             | 2                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4224103                                    | Other general-line grocery whsle . . . . .                       | 2                       | D               | D                        | D                               | f   | D                            | D  | D  |
|  | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>4</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|  | <b>Agents, brokers, and commission merchants . . . . .</b>       | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF SURRY COUNTY, VA</b>         |  |                         |                 |                          |                                 |   |                              |  |  |
| 42   | <b>Wholesale trade . . . . .</b>                                 | <b>3</b>                | <b>8 569</b>    | <b>845</b>               | <b>218</b>                      | <b>52</b>   | <b>1 418</b>                 | <b>416</b>                                     | <b>350</b>                                     |
| 422  | Wholesale trade, nondurable goods . . . . .                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Merchant wholesalers . . . . .</b>                            | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|  | <b>Manufacturers' sales branches and sales offices . . . . .</b> | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF SUSSEX COUNTY, VA</b>        |  |                         |                 |                          |                                 |   |                              |  |  |
| 42   | <b>Wholesale trade . . . . .</b>                                 | <b>14</b>               | <b>30 746</b>   | <b>2 096</b>             | <b>466</b>                      | <b>106</b>  | <b>4 917</b>                 | <b>3 948</b>                                   | <b>4 060</b>                                   |
| 421  | Wholesale trade, durable goods . . . . .                         | 6                       | 6 180           | 676                      | 156                             | 29  | 1 383                        | 776  | 800  |
| 422  | Wholesale trade, nondurable goods . . . . .                      | 8                       | 24 566          | 1 420                    | 310                             | 77  | 3 534                        | 3 172  | 3 260  |
| 4229                                       | Miscellaneous nondurable goods whsle . . . . .                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42299                                      | Other miscellaneous nondurable goods whsle . . . . .             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990                                     | Other miscellaneous nondurable goods whsle . . . . .             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229904                                    | Other nondurable goods whsle . . . . .                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Merchant wholesalers . . . . .</b>                            | <b>14</b>               | <b>30 746</b>   | <b>2 096</b>             | <b>466</b>                      | <b>106</b>  | <b>4 917</b>                 | <b>3 948</b>                                   | <b>4 060</b>                                   |
| 421  | Wholesale trade, durable goods . . . . .                         | 6                       | 6 180           | 676                      | 156                             | 29  | 1 383                        | 776  | 800  |
| 422  | Wholesale trade, nondurable goods . . . . .                      | 8                       | 24 566          | 1 420                    | 310                             | 77  | 3 534                        | 3 172  | 3 260  |
| 4229                                       | Miscellaneous nondurable goods whsle . . . . .                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42299                                      | Other miscellaneous nondurable goods whsle . . . . .             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422990                                     | Other miscellaneous nondurable goods whsle . . . . .             | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229904                                    | Other nondurable goods whsle . . . . .                           | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                              | Geographic area, type of operation, and kind of business   | Establishments (number) | Sales (\$1,000) | Annual payroll (\$1,000) | First-quarter payroll (\$1,000) | Paid employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories <sup>f</sup> (\$1,000) | End-of-1997 inventories <sup>f</sup> (\$1,000) |
|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF TAZEVELL COUNTY, VA</b>   |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                               | <b>Wholesale trade .....</b>                               | <b>38</b>               | <b>155 764</b>  | <b>10 550</b>            | <b>2 840</b>                    | <b>517</b>  | <b>22 378</b>                | <b>14 900</b>                                  | <b>15 640</b>                                  |
| 421                                     | Wholesale trade, durable goods .....                       | 28                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215                                    | Metal & mineral (except petroleum) whsle .....             | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151                                   | Metal service centers & offices .....                      | 6                       | 16 668          | 2 806                    | 884                             | 140   | 5 076                        | 4 153  | 4 387  |
| 4218                                    | Machinery, equipment, & supplies whsle .....               | 12                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                     | Wholesale trade, nondurable goods .....                    | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                                    | Grocery & related products whsle .....                     | 4                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                                   | Other grocery & related products whsle .....               | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                                    | Petroleum & petroleum products whsle .....                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42271                                   | Petroleum bulk stations & terminals ..                     | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|   | <b>Merchant wholesalers .....</b>                          | <b>35</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>e</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421                                     | Wholesale trade, durable goods .....                       | 27                      | D               | D                        | D                               | e   | D                            | D  | D  |
| 4215                                    | Metal & mineral (except petroleum) whsle .....             | 7                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42151                                   | Metal service centers & offices .....                      | 6                       | 16 668          | 2 806                    | 884                             | 140   | 5 076                        | 4 153  | 4 387  |
| 4218                                    | Machinery, equipment, & supplies whsle .....               | 11                      | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                     | Wholesale trade, nondurable goods .....                    | 8                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4224                                    | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 42249                                   | Other grocery & related products whsle .....               | 1                       | D               | D                        | D                               | c   | D                            | D  | D  |
| 4227                                    | Petroleum & petroleum products whsle .....                 | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
|   | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|   | <b>Agents, brokers, and commission merchants .....</b>     | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF WARREN COUNTY, VA</b>     |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                               | <b>Wholesale trade .....</b>                               | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|   | <b>Merchant wholesalers .....</b>                          | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|   | <b>Manufacturers' sales branches and sales offices ..</b>  | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|   | <b>Agents, brokers, and commission merchants .....</b>     | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF WASHINGTON COUNTY, VA</b> |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                               | <b>Wholesale trade .....</b>                               | <b>27</b>               | <b>661 333</b>  | <b>19 191</b>            | <b>4 522</b>                    | <b>702</b>  | <b>27 613</b>                | <b>39 768</b>                                  | <b>42 978</b>                                  |
| 421                                     | Wholesale trade, durable goods .....                       | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211                                    | Motor vehicle & motor vehicle parts & supplies whsle ..... | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4215                                    | Metal & mineral (except petroleum) whsle .....             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42152                                   | Coal & other mineral & ore whsle ...                       | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218                                    | Machinery, equipment, & supplies whsle .....               | 6                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219                                    | Miscellaneous durable goods whsle ...                      | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199                                   | Other miscellaneous durable goods whsle .....              | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422                                     | Wholesale trade, nondurable goods .....                    | 8                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4221                                    | Paper & paper product whsle .....                          | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224                                    | Grocery & related products whsle .....                     | 3                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42241                                   | General-line grocery whsle .....                           | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42249                                   | Other grocery & related products whsle .....               | 1                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4227                                    | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42271                                   | Petroleum bulk stations & terminals ..                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

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|--|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|--|--|
| <b>BALANCE OF WASHINGTON COUNTY, VA—Con.</b> |  |                         |                 |                          |                                 |   |                              |  |  |
|  | <b>Merchant wholesalers . . . . .</b>                                      | <b>22</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>f</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                                   | 15                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 4                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle . . .                                    | 4                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 42199  | Other miscellaneous durable goods whsle . . . . .                          | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . .                                  | 7                       | D               | D                        | D                               | f   | D                            | D  | D  |
| 4221   | Paper & paper product whsle . . . . .                                      | 2                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4224   | Grocery & related products whsle . . . . .                                 | 2                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 42241  | General-line grocery whsle . . . . .                                       | 1                       | D               | D                        | D                               | e   | D                            | D  | D  |
| 4227   | Petroleum & petroleum products whsle . . . . .                             | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
|  | <b>Manufacturers' sales branches and sales offices . .</b>                 | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|  | <b>Agents, brokers, and commission merchants . . . . .</b>                 | <b>3</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                                   | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4215   | Metal & mineral (except petroleum) whsle . . . . .                         | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42152  | Coal & other mineral & ore whsle . . .                                     | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| <b>BALANCE OF WESTMORELAND COUNTY, VA</b>    |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                    | <b>Wholesale trade . . . . .</b>   | <b>17</b>               | <b>35 908</b>   | <b>1 558</b>             | <b>341</b>                      | <b>64</b>   | <b>3 620</b>                 | <b>2 036</b>                                   | <b>1 921</b>                                   |
| 421  | Wholesale trade, durable goods . . . . .                                   | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | 3                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                           | 3                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . .                                  | 10                      | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Merchant wholesalers . . . . .</b>                                      | <b>14</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                                   | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . .                                  | 9                       | D               | D                        | D                               | b   | D                            | D  | D  |
|  | <b>Manufacturers' sales branches and sales offices . .</b>                 | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
|  | <b>Agents, brokers, and commission merchants . . . . .</b>                 | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| <b>BALANCE OF WISE COUNTY, VA</b>            |  |                         |                 |                          |                                 |   |                              |  |  |
| <b>42</b>                                    | <b>Wholesale trade . . . . .</b>   | <b>25</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                                   | 19                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                           | 10                      | D               | D                        | D                               | c   | D                            | D  | D  |
| 42181  | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 8                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle . . .                                    | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . .                                  | 6                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4226   | Chemical & allied products whsle . . . . .                                 | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 42269  | Other chemical & allied products whsle . . . . .                           | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                             | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|  | <b>Merchant wholesalers . . . . .</b>                                      | <b>23</b>               | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>c</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 421  | Wholesale trade, durable goods . . . . .                                   | 18                      | 38 869          | 2 726                    | 645                             | 113   | 5 495                        | 4 984  | 5 927  |
| 4218   | Machinery, equipment, & supplies whsle . . . . .                           | 9                       | 32 490          | 2 004                    | 470                             | 79  | 4 363                        | 4 301  | 5 216  |
| 42181  | Construction & mining (except petroleum) machinery & equip whsle . . . . . | 7                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4219   | Miscellaneous durable goods whsle . . .                                    | 5                       | D               | D                        | D                               | a   | D                            | D  | D  |
| 422  | Wholesale trade, nondurable goods . . . .                                  | 5                       | D               | D                        | D                               | b   | D                            | D  | D  |
| 4229   | Miscellaneous nondurable goods whsle . . . . .                             | 2                       | D               | D                        | D                               | a   | D                            | D  | D  |
|  | <b>Manufacturers' sales branches and sales offices . .</b>                 | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                                       | <b>D</b>                                       |
| 422  | Wholesale trade, nondurable goods . . . .                                  | 1                       | D               | D                        | D                               | a   | D                            | D  | D  |

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|---|--|-------------------------|-----------------|--------------------------|---------------------------------|---|------------------------------|------------------------------------|------------------------------------|
| <b>BALANCE OF WYTHE COUNTY, VA</b>                        |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>   | <b>Wholesale trade .....</b>                               | <b>9</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 421   | Wholesale trade, durable goods .....                       | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4213  | Lumber & other construction materials whsle .....          | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>421</b>  | <b>Wholesale trade, durable goods .....</b>                | <b>6</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| 4213  | Lumber & other construction materials whsle .....          | 2                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>1</b>  | <b>D</b>   | <b>1</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>BALANCE OF YORK COUNTY, VA</b>                         |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>42</b>   | <b>Wholesale trade .....</b>                               | <b>45</b>               | <b>137 933</b>  | <b>10 504</b>            | <b>2 569</b>                    | <b>415</b>  | <b>20 556</b>                | <b>11 230</b>                      | <b>10 864</b>                      |
| 421   | Wholesale trade, durable goods .....                       | 27                      | 37 241          | 4 755                    | 1 307                           | 198   | 9 736                        | 5 128                              | 5 446                              |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42114   | Motor vehicle parts, (used) whsle ...                      | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421140  | Motor vehicle parts, (used) whsle .                        | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218  | Machinery, equipment, & supplies whsle .....               | 7                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219  | Miscellaneous durable goods whsle ...                      | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                    | 18                      | 100 692         | 5 749                    | 1 262                           | 217   | 10 820                       | 6 102                              | 5 418                              |
| 4224  | Grocery & related products whsle .....                     | 8                       | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 42246   | Fish & seafood whsle .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422460  | Fish & seafood whsle .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42249   | Other grocery & related products whsle .....               | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422490  | Other grocery & related products whsle .....               | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4224903   | Soft drinks whsle .....                                    | 1                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4227  | Petroleum & petroleum products whsle .....                 | 1                       | D               | D                        | D                               | a   | D                            | D                                  | D                                  |
| <b>Merchant wholesalers .....</b>                         |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>421</b>  | <b>Wholesale trade, durable goods .....</b>                | <b>22</b>               | <b>32 808</b>   | <b>4 361</b>             | <b>1 212</b>                    | <b>179</b>  | <b>8 830</b>                 | <b>5 017</b>                       | <b>5 287</b>                       |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle ..... | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42114   | Motor vehicle parts, (used) whsle ...                      | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 421140  | Motor vehicle parts, (used) whsle .                        | 4                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4218  | Machinery, equipment, & supplies whsle .....               | 6                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 4219  | Miscellaneous durable goods whsle ...                      | 3                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422   | Wholesale trade, nondurable goods .....                    | 13                      | D               | D                        | D                               | c   | D                            | D                                  | D                                  |
| 4224  | Grocery & related products whsle .....                     | 5                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 42246   | Fish & seafood whsle .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| 422460  | Fish & seafood whsle .....                                 | 2                       | D               | D                        | D                               | b   | D                            | D                                  | D                                  |
| <b>Manufacturers' sales branches and sales offices ..</b> |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>422</b>  | <b>Wholesale trade, nondurable goods .....</b>             | <b>2</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>b</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |
| <b>Agents, brokers, and commission merchants .....</b>    |  |                         |                 |                          |                                 |   |                              |                                    |                                    |
| <b>5</b>  | <b>D</b>   | <b>5</b>                | <b>D</b>        | <b>D</b>                 | <b>D</b>                        | <b>a</b>  | <b>D</b>                     | <b>D</b>                           | <b>D</b>                           |

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                 | Geographic area and kind of business              | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|----------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>ABINGDON, VA</b>        |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                  | <b>Wholesale trade</b> .....                      | <b>.1</b>                                | <b>—</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                        | Wholesale trade, durable goods .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                       | Motor vehicle & motor vehicle parts & supplies    |  |                        |  |                        |   |                        |   |                        |
| 42111                      | whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|                            | Automobile & other motor vehicle whsle .....      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                       | Machinery, equipment, & supplies whsle .....      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422                        | Wholesale trade, nondurable goods .....           | D  | D                      | .4                                       | —                      | D   | D                      | D   | D                      |
| 4224                       | Grocery & related products whsle .....            | —  | —                      | D  | D                      | —   | —                      | D   | D                      |
| 4225                       | Farm-product raw material whsle .....             | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42252                      | Livestock whsle .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42259                      | Other farm product raw material whsle .....       | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226                       | Chemical & allied products whsle .....            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42269                      | Other chemical & allied products whsle .....      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227                       | Petroleum & petroleum products whsle .....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                      | Petroleum bulk stations & terminals .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>ALEXANDRIA, VA (IC)</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                  | <b>Wholesale trade</b> .....                      | <b>4.1</b>                               | <b>3.8</b>             | <b>9.2</b>                               | <b>7.4</b>             | <b>—</b>  | <b>—</b>               | <b>.1</b>   | <b>4.2</b>             |
| 421                        | Wholesale trade, durable goods .....              | 2.9                                      | 4.7                    | D  | D                      | D   | D                      | D   | D                      |
| 4211                       | Motor vehicle & motor vehicle parts & supplies    |  |                        |  |                        |   |                        |   |                        |
| 42112                      | whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120                     | Motor vehicle supplies & new parts whsle .....    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                       | Furniture & home furnishings whsle .....          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42121                      | Furniture whsle .....                             | —  | 6.6                    | D  | D                      | —   | —                      | D   | D                      |
| 421210                     | Furniture whsle .....                             | —  | 6.6                    | D  | D                      | —   | —                      | D   | D                      |
| 4212102                    | Office & business furniture whsle .....           | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42122                      | Home furnishings whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421220                     | Home furnishings whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212203                    | Floor coverings whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                       | Lumber & other construction materials whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42131                      | Lumber, plywood, millwork, & wood panel           |  |                        |  |                        |   |                        |   |                        |
| 421310                     | whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213101                    | Lumber, plywood, millwork, & wood panel           |  |                        |  |                        |   |                        |   |                        |
| 4213101                    | whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213101                    | Lumber without yard whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                       | Professional & commercial equipment & supplies    |  |                        |  |                        |   |                        |   |                        |
| 42142                      | whsle .....                                       | 5.8                                      | 1.1                    | D  | D                      | D   | D                      | —   | —                      |
| 421420                     | Office equipment whsle .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421420                     | Office equipment whsle .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143                      | Computer & computer peripheral equipment &        |  |                        |  |                        |   |                        |   |                        |
| 421430                     | software whsle .....                              | 7.1                                      | 1.5                    | D  | D                      | D   | D                      | —   | —                      |
| 4214301                    | Computer & computer peripheral equipment          |  |                        |  |                        |   |                        |   |                        |
| 42143011                   | & software whsle .....                            | 7.1                                      | 1.5                    | D  | D                      | D   | D                      | —   | —                      |
| 42143011                   | Computer & peripheral equipment whsle ..          |  |                        |  |                        |   |                        |   |                        |
| 421430111                  | Computers & peripheral equipment for              |  |                        |  |                        |   |                        |   |                        |
| 421430111                  | resale .....                                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42145                      | Medical, dental, & hospital equipment &           |  |                        |  |                        |   |                        |   |                        |
| 421450                     | supplies whsle .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214501                    | Medical, dental, & hospital equipment &           |  |                        |  |                        |   |                        |   |                        |
| 4214501                    | supplies whsle .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214501                    | Surgical, medical, & hospital supplies            |  |                        |  |                        |   |                        |   |                        |
| 4214501                    | whsle .....                                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216                       | Electrical goods whsle .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217                       | Hardware, & plumbing & heating equipment &        |  |                        |  |                        |   |                        |   |                        |
| 42172                      | supplies whsle .....                              | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421720                     | Plumbing & heating equipment & supplies           |  |                        |  |                        |   |                        |   |                        |
| 421720                     | (hydronics) whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421720                     | Plumbing & heating equipment & supplies           |  |                        |  |                        |   |                        |   |                        |
| 421720                     | (hydronics) whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42173                      | Warm air heating & air-conditioning equipment     |  |                        |  |                        |   |                        |   |                        |
| 421730                     | & supplies whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421730                     | Warm air heating & air-conditioning               |  |                        |  |                        |   |                        |   |                        |
| 421730                     | equipment & supplies whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                       | Machinery, equipment, & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184                      | Industrial supplies whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421840                     | Industrial supplies whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186                      | Transportation equipment & supplies (exc          |  |                        |  |                        |   |                        |   |                        |
| 421860                     | motor vehicle) whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421860                     | Transportation equipment & supplies (exc          |  |                        |  |                        |   |                        |   |                        |
| 421860                     | motor vehicle) whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                       | Miscellaneous durable goods whsle .....           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42191                      | Sporting & recreational goods & supplies          |  |                        |  |                        |   |                        |   |                        |
| 421910                     | whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421910                     | Sporting & recreational goods & supplies          |  |                        |  |                        |   |                        |   |                        |
| 421910                     | whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

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|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>ALEXANDRIA, VA (IC)—Con.</b>                      |  |                        |  |                        |   |                        |   |                        |
|            | <b>Wholesale trade—Con.</b>                          |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods .....              | 5.9                                      | 2.4                    | D  | D                      | D   | D                      | —   | —                      |
| 4221       | Paper & paper product whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....             | 12.7                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle .....             | 12.7                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....               | 6  | 4.7                    | D  | D                      | D   | D                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....         | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....         | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4224903    | Soft drinks whsle .....                              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | (except LP) .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....           | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42292      | Book, periodical, & newspaper whsle .....            | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422920     | Book, periodical, & newspaper whsle .....            | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
|            | <b>ALTAVISTA, VA</b>                                 |  |                        |  |                        |   |                        |   |                        |
| 42         | <b>Wholesale trade .....</b>                         | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>—</b>  | <b>—</b>               |
| 421        | Wholesale trade, durable goods .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>ASHLAND, VA</b>                                   |  |                        |  |                        |   |                        |   |                        |
| 42         | <b>Wholesale trade .....</b>                         | <b>2.0</b>                               | <b>7.1</b>             | <b>4.7</b>                               | <b>16.7</b>            | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                 | 6.6                                      | 23.2                   | D  | D                      | D   | D                      | —   | —                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies ..... |  |                        |  |                        |   |                        |   |                        |
| 42111      | whsle .....  | 3.6                                      | 6.4                    | D  | D                      | —   | —                      | —   | —                      |
| 42111      | Automobile & other motor vehicle whsle .....         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & .....     |  |                        |  |                        |   |                        |   |                        |
| 4217       | supplies whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....         | 6.9                                      | 36.2                   | D  | D                      | D   | D                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) .....       |  |                        |  |                        |   |                        |   |                        |
| 42181      | machinery & equip whsle .....                        | —  | 54.8                   | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....              | —  | —                      | D  | D                      | —   | —                      | D   | D                      |
| 4224       | Grocery & related products whsle .....               | —  | —                      | D  | D                      | —   | —                      | D   | D                      |
| 42249      | Other grocery & related products whsle .....         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
|            | <b>BEDFORD, VA (IC)</b>                              |  |                        |  |                        |   |                        |   |                        |
| 42         | <b>Wholesale trade .....</b>                         | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies ..... |  |                        |  |                        |   |                        |   |                        |
| 4211       | whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | (except LP) .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BERRYVILLE, VA</b>                                |  |                        |  |                        |   |                        |   |                        |
| 42         | <b>Wholesale trade .....</b>                         | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>—</b>  | <b>—</b>               |
|            | <b>BIG STONE GAP, VA</b>                             |  |                        |  |                        |   |                        |   |                        |
| 42         | <b>Wholesale trade .....</b>                         | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>—</b>  | <b>—</b>               |
| 421        | Wholesale trade, durable goods .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

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|-----------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                             |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BLACKSBURG, VA</b>       |  |  |                        |  |                        |   |                        |   |                        |
| 42                          | Wholesale trade .....                                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421                         | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                        | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42192                       | Toy & hobby goods & supplies whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BLACKSTONE, VA</b>       |  |  |                        |  |                        |   |                        |   |                        |
| 42                          | Wholesale trade .....                                      | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421                         | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                         | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                        | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42243                       | Dairy products, (except dried or canned) whsle .....       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BLUEFIELD, VA</b>        |  |  |                        |  |                        |   |                        |   |                        |
| 42                          | Wholesale trade .....                                      | 5.0                                      | 2.3                    | D  | D                      | D   | D                      | D   | D                      |
| 421                         | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216                        | Electrical goods whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                        | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199                       | Other miscellaneous durable goods whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                         | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BRIDGEWATER, VA</b>      |  |  |                        |  |                        |   |                        |   |                        |
| 42                          | Wholesale trade .....                                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BRISTOL, VA (IC)</b>     |  |  |                        |  |                        |   |                        |   |                        |
| 42                          | Wholesale trade .....                                      | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421                         | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                        | Motor vehicle & motor vehicle parts & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                       | Automobile & other motor vehicle whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421110                      | Automobile & other motor vehicle whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                        | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184                       | Industrial supplies whsle .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421840                      | Industrial supplies whsle .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422                         | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4224                        | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42243                       | Dairy products, (except dried or canned) whsle .....       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422430                      | Dairy products, (except dried or canned) whsle .....       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224302                     | Dairy product (except raw milk) whsle .....                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249                       | Other grocery & related products whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490                      | Other grocery & related products whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903                     | Soft drinks whsle .....                                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227                        | Petroleum & petroleum products whsle .....                 | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4228                        | Beer, wine, & distilled alcoholic beverage whsle ..        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42281                       | Beer & ale whsle .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810                      | Beer & ale whsle .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                        | Miscellaneous nondurable goods whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294                       | Tobacco & tobacco product whsle .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940                      | Tobacco & tobacco product whsle .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>BUENA VISTA, VA (IC)</b> |  |  |                        |  |                        |   |                        |   |                        |
| 42                          | Wholesale trade .....                                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code                      | Geographic area and kind of business                            | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|---------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                 |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>CHARLOTTESVILLE, VA (IC)</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                       | <b>Wholesale trade .....</b>                                    | <b>1.1</b>                               | <b>6.3</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                             | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4211                            | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                            | Furniture & home furnishings whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                            | Professional & commercial equipment & supplies whsle .....      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42143                           | Computer & computer peripheral equipment & software whsle ..... | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 421430                          | Computer & computer peripheral equipment & software whsle ..... | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4214301                         | Computer & peripheral equipment whsle ..                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143012                        | Computers & peripheral equipment for end use .....              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216                            | Electrical goods whsle .....                                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                            | Machinery, equipment, & supplies whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42184                           | Industrial supplies whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421840                          | Industrial supplies whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4219                            | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                             | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                            | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249                           | Other grocery & related products whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490                          | Other grocery & related products whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224903                         | Soft drinks whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                            | Petroleum & petroleum products whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                           | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                          | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228                            | Beer, wine, & distilled alcoholic beverage whsle ..             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42281                           | Beer & ale whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810                          | Beer & ale whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                            | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>CHESAPEAKE, VA (IC)</b>      |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                       | <b>Wholesale trade .....</b>                                    | <b>1.4</b>                               | <b>4.2</b>             | <b>2.3</b>                               | <b>2.2</b>             | <b>—</b>  | <b>7.9</b>             | <b>—</b>  | <b>.3</b>              |
| 421                             | Wholesale trade, durable goods .....                            | 2.5                                      | 3.9                    | 3.1                                      | 3.3                    | —   | 7.4                    | —   | .6                     |
| 4211                            | Motor vehicle & motor vehicle parts & supplies whsle .....      | 2.0                                      | .1                     | D  | D                      | —   | —                      | —   | —                      |
| 42111                           | Automobile & other motor vehicle whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421110                          | Automobile & other motor vehicle whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42112                           | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120                          | Motor vehicle supplies & new parts whsle ..                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211202                         | Motor vehicle supplies & new parts—jobbers .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114                           | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                          | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                            | Lumber & other construction materials whsle .....               | .9                                       | 6.4                    | D  | D                      | D   | D                      | —   | —                      |
| 42131                           | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421310                          | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42132                           | Brick, stone, & related construction materials whsle .....      | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 421320                          | Brick, stone, & related construction materials whsle .....      | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4213203                         | Cement, lime, & related products whsle ..                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214                            | Professional & commercial equipment & supplies whsle .....      | 9.0                                      | 7.9                    | 11.0                                     | 9.7                    | —   | —                      | —   | —                      |
| 42143                           | Computer & computer peripheral equipment & software whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421430                          | Computer & computer peripheral equipment & software whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214301                         | Computer & peripheral equipment whsle ..                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42144                           | Other commercial equipment whsle .....                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421440                          | Other commercial equipment whsle .....                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42145                           | Medical, dental, & hospital equipment & supplies whsle .....    | 26.5                                     | 3.2                    | 26.5                                     | 3.2                    | —   | —                      | —   | —                      |
| 421450                          | Medical, dental, & hospital equipment & supplies whsle .....    | 26.5                                     | 3.2                    | 26.5                                     | 3.2                    | —   | —                      | —   | —                      |
| 4215                            | Metal & mineral (except petroleum) whsle .....                  | .6                                       | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42151                           | Metal service centers & offices .....                           | .6                                       | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421510                          | Metal service centers & offices .....                           | .6                                       | —                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>CHESAPEAKE, VA (IC)—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4216       | Electrical goods whsle . . . . .  | 1.8                                      | 1.7                    | D  | D                      | —   | —                      | —   | —                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 3.6                                      | 8.0                    | D  | D                      | D   | D                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 4.4                                      | 4.3                    | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | 4.4                                      | 4.3                    | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | 3.9                                      | —                      | 3.9                                      | —                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | 3.9                                      | —                      | 3.9                                      | —                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 5.1                                      | 14.5                   | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 5.1                                      | 14.5                   | D  | D                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | .1                                       | 2.9                    | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle . . . . .                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .   | 2.3                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .   | 2.3                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218504    | Other service establishment equipment & supplies whsle . . . . .            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42191      | Sporting & recreational goods & supplies whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421910     | Sporting & recreational goods & supplies whsle . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle . . . . .   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle . . . . .   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | .4                                       | 4.5                    | .9                                       | .4                     | —   | 8.1                    | —   | —                      |
| 4221       | Paper & paper product whsle . . . . .                                       | 1.6                                      | —                      | 1.6                                      | —                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                             | .6                                       | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                                  | .9                                       | .4                     | D  | D                      | D   | D                      | D   | D                      |
| 42245      | Confectionery whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422450     | Confectionery whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle . . . . .                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle . . . . .                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224902    | Bread & baked goods whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4225       | Farm-product raw material whsle . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle . . . . .                                  | 4.1                                      | 6.1                    | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>CHESAPEAKE, VA (IC)—Con.</b>                            |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                     |  |                        |  |                        |   |                        |   |                        |
| 4227       | Petroleum & petroleum products whsle .....                 | —  | 8.0                    | —  | —                      | —   | 10.7                   | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                  | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                  | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42271012   | Petroleum bulk terminals (except LP) .....                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                 | D  | D                      | .5                                       | —                      | —   | —                      | —   | —                      |
| 42291      | Farm supplies whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229102    | Farm supplies—whsle distributors .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>CHINCOTEAGUE, VA</b>                                    |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
|            | <b>CHRISTIANSBURG, VA</b>                                  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42121      | Furniture whsle .....                                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>CLIFTON FORGE, VA (IC)</b>                              |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>—</b>  | <b>—</b>               |
| 422        | Wholesale trade, nondurable goods .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>COLONIAL HEIGHTS, VA (IC)</b>                           |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                       | 2.0                                      | .9                     | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>COVINGTON, VA (IC)</b>                                  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                               | <b>—</b>                                 | <b>7.3</b>             | <b>—</b>                                 | <b>7.3</b>             | <b>—</b>  | <b>—</b>               | <b>—</b>  | <b>—</b>               |
| 421        | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....               | —  | 12.9                   | —  | 12.9                   | —   | —                      | —   | —                      |
|            | <b>CULPEPER, VA</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>—</b>  | <b>—</b>               |
| 421        | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code               | Geographic area and kind of business                            | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|--------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                          |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>DANVILLE, VA (IC)</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                | <b>Wholesale trade</b> .....                                    | <b>.7</b>                                | <b>1.1</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                      | Wholesale trade, durable goods .....                            | .7                                       | 6.9                    | D  | D                      | —   | —                      | —   | —                      |
| 4211                     | Motor vehicle & motor vehicle parts & supplies whsle .....      | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                     | Machinery, equipment, & supplies whsle .....                    | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422                      | Wholesale trade, nondurable goods .....                         | .7                                       | .1                     | D  | D                      | D   | D                      | D   | D                      |
| 4223                     | Apparel, piece goods, & notions whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42231                    | Piece goods, notions, & other dry goods whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422310                   | Piece goods, notions, & other dry goods whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223102                  | Notions & other dry goods whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                     | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42249                    | Other grocery & related products whsle .....                    | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422490                   | Other grocery & related products whsle .....                    | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4224903                  | Soft drinks whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227                     | Petroleum & petroleum products whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                    | Petroleum bulk stations & terminals .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710                   | Petroleum bulk stations & terminals .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101                  | Petroleum bulk stations & terminals (except LP) .....           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42271011                 | Petroleum bulk stations (except LP) .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228                     | Beer, wine, & distilled alcoholic beverage whsle ..             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42281                    | Beer & ale whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810                   | Beer & ale whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>DUMFRIES, VA</b>      |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                | <b>Wholesale trade</b> .....                                    | <b>—</b>                                 | <b>23.4</b>            | <b>—</b>                                 | <b>23.4</b>            | <b>—</b>  | <b>—</b>               | <b>—</b>  | <b>—</b>               |
| 421                      | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                     | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114                    | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>EMPORIA, VA (IC)</b>  |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                | <b>Wholesale trade</b> .....                                    | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>—</b>  | <b>—</b>               |
| 421                      | Wholesale trade, durable goods .....                            | 34.4                                     | 61.8                   | 34.4                                     | 61.8                   | —   | —                      | —   | —                      |
| 422                      | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                     | Petroleum & petroleum products whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                    | Petroleum bulk stations & terminals .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710                   | Petroleum bulk stations & terminals .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101                  | Petroleum bulk stations & terminals (except LP) .....           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011                 | Petroleum bulk stations (except LP) .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>FAIRFAX, VA (IC)</b>  |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                | <b>Wholesale trade</b> .....                                    | <b>4.1</b>                               | <b>6.1</b>             | <b>18.4</b>                              | <b>20.7</b>            | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                      | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4211                     | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112                    | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120                   | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                     | Professional & commercial equipment & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42141                    | Photographic equipment & supplies whsle .....                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421410                   | Photographic equipment & supplies whsle .....                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143                    | Computer & computer peripheral equipment & software whsle ..... | 4.6                                      | 42.0                   | 4.6                                      | 42.0                   | —   | —                      | —   | —                      |
| 421430                   | Computer & computer peripheral equipment & software whsle ..... | 4.6                                      | 42.0                   | 4.6                                      | 42.0                   | —   | —                      | —   | —                      |
| 4214301                  | Computer & peripheral equipment whsle ..                        | 5.3                                      | 36.7                   | 5.3                                      | 36.7                   | —   | —                      | —   | —                      |
| 42143012                 | Computers & peripheral equipment for end use .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4217                     | Hardware, & plumbing & heating equipment & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                     | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                      | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4221                     | Paper & paper product whsle .....                               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42212                    | Stationery & office supplies whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422120                   | Stationery & office supplies whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227                     | Petroleum & petroleum products whsle .....                      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271                    | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422710                   | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227101                  | Petroleum bulk stations & terminals (except LP) .....           | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42271012                 | Petroleum bulk terminals (except LP) .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

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|--|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|  |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>FALLS CHURCH, VA (IC)</b>                       |   |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421  | Wholesale trade, durable goods .....                              | D  | D                      | 14.9                                     | 8.0                    | —   | —                      | D   | D                      |
| 4216   | Electrical goods whsle .....                                      | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42169  | Other electronic parts & equipment whsle .....                    | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421690   | Other electronic parts & equipment whsle ....                     | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4216902  | Electronic parts (excluding communications equipment) whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>FARMVILLE, VA *</b>                             |   |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....   | 27.9                                     | —                      | D  | D                      | D   | D                      | D   | D                      |
| 421  | Wholesale trade, durable goods .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218   | Machinery, equipment, & supplies whsle .....                      | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| <b>FARMVILLE, VA (PRINCE EDWARD COUNTY PART) *</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....   | 27.9                                     | —                      | D  | D                      | D   | D                      | D   | D                      |
| 421  | Wholesale trade, durable goods .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218   | Machinery, equipment, & supplies whsle .....                      | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| <b>FRANKLIN, VA (IC)</b>                           |   |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....   | —  | 80.5                   | D  | D                      | D   | D                      | —   | —                      |
| 421  | Wholesale trade, durable goods .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218   | Machinery, equipment, & supplies whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422  | Wholesale trade, nondurable goods .....                           | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4224   | Grocery & related products whsle .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42245  | Confectionery whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422450   | Confectionery whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>FREDERICKSBURG, VA (IC)</b>                     |   |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....   | 1.5                                      | .2                     | 1.8                                      | .2                     | D   | D                      | D   | D                      |
| 421  | Wholesale trade, durable goods .....                              | 5.1                                      | .2                     | D  | D                      | —   | —                      | D   | D                      |
| 4211   | Motor vehicle & motor vehicle parts & supplies whsle .....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114  | Motor vehicle parts, (used) whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140   | Motor vehicle parts, (used) whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213   | Lumber & other construction materials whsle ....                  | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42131  | Lumber, plywood, millwork, & wood panel whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421310   | Lumber, plywood, millwork, & wood panel whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218   | Machinery, equipment, & supplies whsle .....                      | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42183  | Industrial machinery & equipment whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421830   | Industrial machinery & equipment whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218303  | General-purpose industrial machinery & equipment whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422  | Wholesale trade, nondurable goods .....                           | .1                                       | .2                     | D  | D                      | D   | D                      | —   | —                      |
| 4224   | Grocery & related products whsle .....                            | .1                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 42249  | Other grocery & related products whsle .....                      | .1                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422490   | Other grocery & related products whsle .....                      | .1                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4224903  | Soft drinks whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224906  | Other grocery specialties whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227   | Petroleum & petroleum products whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271  | Petroleum bulk stations & terminals .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710   | Petroleum bulk stations & terminals .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101  | Petroleum bulk stations & terminals (except LP) .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) ....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229   | Miscellaneous nondurable goods whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42299  | Other miscellaneous nondurable goods whsle ..                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422990   | Other miscellaneous nondurable goods whsle ..                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229904  | Other nondurable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>FRONT ROYAL, VA</b>                             |   |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421  | Wholesale trade, durable goods .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422  | Wholesale trade, nondurable goods .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227   | Petroleum & petroleum products whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271  | Petroleum bulk stations & terminals .....                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>GALAX, VA (IC)</b>   |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....   | 21.1                                     | .2                     | D  | D                      | D   | D                      | D   | D                      |
|            | <b>HAMPTON, VA (IC)</b>   |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....   | 2.2                                      | 4.6                    | D  | D                      | D   | D                      | D   | D                      |
| 421        | Wholesale trade, durable goods .....                            | 2.8                                      | 5.6                    | D  | D                      | D   | D                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | D   | D                      | -   | -                      |
| 42112      | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421120     | Motor vehicle supplies & new parts whsle .....                  | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors ..... | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4213       | Lumber & other construction materials whsle .....               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4213102    | Lumber with yard whsle .....                                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4214       | Professional & commercial equipment & supplies whsle .....      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4216       | Electrical goods whsle .....                                    | .6                                       | 3.9                    | D  | D                      | -   | -                      | -   | -                      |
| 42169      | Other electronic parts & equipment whsle .....                  | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421690     | Other electronic parts & equipment whsle .....                  | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4218       | Machinery, equipment, & supplies whsle .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42183      | Industrial machinery & equipment whsle .....                    | -  | -                      | D  | D                      | -   | -                      | -   | -                      |
| 421830     | Industrial machinery & equipment whsle .....                    | -  | -                      | D  | D                      | -   | -                      | -   | -                      |
| 4218305    | Materials handling equipment whsle .....                        | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42184      | Industrial supplies whsle .....                                 | .9                                       | -                      | .9                                       | -                      | -   | -                      | -   | -                      |
| 421840     | Industrial supplies whsle .....                                 | .9                                       | -                      | .9                                       | -                      | -   | -                      | -   | -                      |
| 4219       | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422        | Wholesale trade, nondurable goods .....                         | .4                                       | 1.7                    | D  | D                      | -   | -                      | -   | -                      |
| 4224       | Grocery & related products whsle .....                          | -  | -                      | D  | D                      | -   | -                      | -   | -                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..             | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 42281      | Beer & ale whsle .....  | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 422810     | Beer & ale whsle .....  | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
|            | <b>HARRISONBURG, VA (IC)</b>                                    |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....   | .6                                       | 1.3                    | D  | D                      | D   | D                      | D   | D                      |
| 421        | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42111      | Automobile & other motor vehicle whsle .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421110     | Automobile & other motor vehicle whsle .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4211104    | Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....     | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4218       | Machinery, equipment, & supplies whsle .....                    | -  | 2.5                    | D  | D                      | -   | -                      | -   | -                      |
| 42182      | Farm & garden machinery & equipment whsle ..                    | -  | 6.0                    | -  | 6.0                    | -   | -                      | -   | -                      |
| 421820     | Farm & garden machinery & equipment whsle ..                    | -  | 6.0                    | -  | 6.0                    | -   | -                      | -   | -                      |
| 4218201    | Farm machinery & equipment—farm dealers .....                   | -  | 6.0                    | -  | 6.0                    | -   | -                      | -   | -                      |
| 42184      | Industrial supplies whsle .....                                 | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 421840     | Industrial supplies whsle .....                                 | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 4219       | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42199      | Other miscellaneous durable goods whsle .....                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421990     | Other miscellaneous durable goods whsle .....                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422        | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | D   | D                      | -   | -                      |
| 4221       | Paper & paper product whsle .....                               | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4224       | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42244      | Poultry & poultry product whsle .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422440     | Poultry & poultry product whsle .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4224402    | Poultry & poultry product (except live) whsle .....             | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4227       | Petroleum & petroleum products whsle .....                      | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 42271      | Petroleum bulk stations & terminals .....                       | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 422710     | Petroleum bulk stations & terminals .....                       | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....           | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 42271011   | Petroleum bulk stations (except LP) .....                       | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 4229       | Miscellaneous nondurable goods whsle .....                      | D  | D                      | -  | -                      | D   | D                      | -   | -                      |
| 42291      | Farm supplies whsle .....                                       | D  | D                      | -  | -                      | D   | D                      | -   | -                      |
| 422910     | Farm supplies whsle .....                                       | D  | D                      | -  | -                      | D   | D                      | -   | -                      |
| 4229102    | Farm supplies—whsle distributors .....                          | D  | D                      | -  | -                      | -   | -                      | -   | -                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                | Geographic area and kind of business                                 | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|---------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                           |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>HERNDON, VA</b>        |  |  |                        |  |                        |   |                        |   |                        |
| 42                        | Wholesale trade .....  | .2                                       | 2.6                    | D  | D                      | D   | D                      | D   | D                      |
| 421                       | Wholesale trade, durable goods .....                                 | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle .....           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                     | Automobile & other motor vehicle whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                      | Furniture & home furnishings whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                      | Professional & commercial equipment & supplies whsle .....           | D  | D                      | 3.6                                      | 60.0                   | —   | —                      | —   | —                      |
| 42143                     | Computer & computer peripheral equipment & software whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216                      | Electrical goods whsle .....   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42169                     | Other electronic parts & equipment whsle .....                       | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4217                      | Hardware, & plumbing & heating equipment & supplies whsle .....      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42173                     | Warm air heating & air-conditioning equipment & supplies whsle ..... | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4218                      | Machinery, equipment, & supplies whsle .....                         | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42183                     | Industrial machinery & equipment whsle .....                         | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42186                     | Transportation equipment & supplies (exc motor vehicle) whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                       | Wholesale trade, nondurable goods .....                              | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4221                      | Paper & paper product whsle .....                                    | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42211                     | Printing & writing paper whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224                      | Grocery & related products whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249                     | Other grocery & related products whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229                      | Miscellaneous nondurable goods whsle .....                           | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42299                     | Other miscellaneous nondurable goods whsle ..                        | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| <b>HOPEWELL, VA (IC)</b>  |  |  |                        |  |                        |   |                        |   |                        |
| 42                        | Wholesale trade .....  | —  | 39.6                   | D  | D                      | D   | D                      | —   | —                      |
| 421                       | Wholesale trade, durable goods .....                                 | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4219                      | Miscellaneous durable goods whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                       | Wholesale trade, nondurable goods .....                              | —  | 44.5                   | D  | D                      | D   | D                      | —   | —                      |
| 4226                      | Chemical & allied products whsle .....                               | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42269                     | Other chemical & allied products whsle .....                         | —  | 65.3                   | —  | —                      | D   | D                      | —   | —                      |
| 422690                    | Other chemical & allied products whsle .....                         | —  | 65.3                   | —  | —                      | D   | D                      | —   | —                      |
| 4226901                   | Industrial gases (except LP) whsle .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4226902                   | Other chemical & allied products whsle .....                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227                      | Petroleum & petroleum products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                     | Petroleum bulk stations & terminals .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                    | Petroleum bulk stations & terminals .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>LEBANON, VA</b>        |  |  |                        |  |                        |   |                        |   |                        |
| 42                        | Wholesale trade .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421                       | Wholesale trade, durable goods .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215                      | Metal & mineral (except petroleum) whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42152                     | Coal & other mineral & ore whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>LEESBURG, VA</b>       |  |  |                        |  |                        |   |                        |   |                        |
| 42                        | Wholesale trade .....  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421                       | Wholesale trade, durable goods .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                      | Machinery, equipment, & supplies whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186                     | Transportation equipment & supplies (exc motor vehicle) whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                       | Wholesale trade, nondurable goods .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>LEXINGTON, VA (IC)</b> |  |  |                        |  |                        |   |                        |   |                        |
| 42                        | Wholesale trade .....  | 1.2                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 421                       | Wholesale trade, durable goods .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422                       | Wholesale trade, nondurable goods .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>LURAY, VA</b>          |  |  |                        |  |                        |   |                        |   |                        |
| 42                        | Wholesale trade .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |

See footnotes at end of table.



**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code                | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|---------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                           |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>LYNCHBURG, VA (IC)</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                 | <b>Wholesale trade .....</b>  | <b>1.6</b>                               | <b>8.0</b>             | <b>2.7</b>                               | <b>13.6</b>            | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                       | Wholesale trade, durable goods .....                                    | 3.7                                      | 5.7                    | D  | D                      | —   | —                      | D   | D                      |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                      | Lumber & other construction materials whsle ....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216                      | Electrical goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42161                     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421610                    | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42169                     | Other electronic parts & equipment whsle .....                          | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421690                    | Other electronic parts & equipment whsle ....                           | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4216902                   | Electronic parts (excluding communications equipment) whsle .....       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217                      | Hardware, & plumbing & heating equipment & supplies whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                      | Machinery, equipment, & supplies whsle .....                            | .5                                       | 14.9                   | D  | D                      | —   | —                      | —   | —                      |
| 42183                     | Industrial machinery & equipment whsle .....                            | —  | 12.8                   | —  | —                      | —   | —                      | —   | —                      |
| 421830                    | Industrial machinery & equipment whsle .....                            | —  | 12.8                   | —  | —                      | —   | —                      | —   | —                      |
| 42184                     | Industrial supplies whsle .....   | .9                                       | 19.7                   | D  | D                      | —   | —                      | —   | —                      |
| 421840                    | Industrial supplies whsle .....   | .9                                       | 19.7                   | D  | D                      | —   | —                      | —   | —                      |
| 4219                      | Miscellaneous durable goods whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193                     | Recyclable material whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421930                    | Recyclable material whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                       | Wholesale trade, nondurable goods .....                                 | .6                                       | 9.1                    | D  | D                      | —   | —                      | D   | D                      |
| 4221                      | Paper & paper product whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223                      | Apparel, piece goods, & notions whsle .....                             | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42234                     | Footwear whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422340                    | Footwear whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4224                      | Grocery & related products whsle .....                                  | —  | 49.9                   | D  | D                      | —   | —                      | —   | —                      |
| 42249                     | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490                    | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225                      | Farm-product raw material whsle .....                                   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4227                      | Petroleum & petroleum products whsle .....                              | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42271                     | Petroleum bulk stations & terminals .....                               | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                    | Petroleum bulk stations & terminals .....                               | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4227101                   | Petroleum bulk stations & terminals (except LP) .....                   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42271011                  | Petroleum bulk stations (except LP) ....                                | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4228                      | Beer, wine, & distilled alcoholic beverage whsle ..                     | —  | 31.1                   | —  | —                      | —   | —                      | —   | —                      |
| 42281                     | Beer & ale whsle .....  | —  | 31.1                   | —  | —                      | —   | —                      | —   | —                      |
| 422810                    | Beer & ale whsle .....  | —  | 31.1                   | —  | —                      | —   | —                      | —   | —                      |
| 4229                      | Miscellaneous nondurable goods whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42299                     | Other miscellaneous nondurable goods whsle ..                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422990                    | Other miscellaneous nondurable goods whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>MANASSAS, VA (IC)</b>  |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                 | <b>Wholesale trade .....</b>  | <b>30.8</b>                              | <b>1.8</b>             | <b>36.7</b>                              | <b>1.7</b>             | <b>—</b>  | <b>2.7</b>             | <b>—</b>  | <b>—</b>               |
| 421                       | Wholesale trade, durable goods .....                                    | 1.8                                      | 3.6                    | D  | D                      | D   | D                      | —   | —                      |
| 4211                      | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                      | Lumber & other construction materials whsle ....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42131                     | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421310                    | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214                      | Professional & commercial equipment & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143                     | Computer & computer peripheral equipment & software whsle .....         | 1.8                                      | —                      | 1.8                                      | —                      | —   | —                      | —   | —                      |
| 421430                    | Computer & computer peripheral equipment & software whsle .....         | 1.8                                      | —                      | 1.8                                      | —                      | —   | —                      | —   | —                      |
| 4214301                   | Computer & peripheral equipment whsle ..                                | 1.8                                      | —                      | 1.8                                      | —                      | —   | —                      | —   | —                      |
| 42143012                  | Computers & peripheral equipment for end use .....                      | 1.8                                      | —                      | 1.8                                      | —                      | —   | —                      | —   | —                      |
| 4216                      | Electrical goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42161                     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421610                    | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42169                     | Other electronic parts & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421690                    | Other electronic parts & equipment whsle ....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216902                   | Electronic parts (excluding communications equipment) whsle .....       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code | Geographic area and kind of business                                | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>MANASSAS, VA (IC)—Con.</b>                                       |  |                        |  |                        |   |                        |   |                        |
|            | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade, durable goods—Con.                                 |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                             | 49.0                                     | .7                     | D  | D                      | D   | D                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                              | 52.7                                     | —                      | D  | D                      | D   | D                      | —   | —                      |
| 42242      | Packaged frozen food whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422420     | Packaged frozen food whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                        | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....                        | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4224902    | Bread & baked goods whsle .....                                     | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>MANASSAS PARK, VA (IC)</b>                                       |  |                        |  |                        |   |                        |   |                        |
| 42         | <b>Wholesale trade .....</b>  | <b>3.1</b>                               | —                      | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | —   | —                      |
| 421        | Wholesale trade, durable goods .....                                | 3.1                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>MARION, VA</b>   |  |                        |  |                        |   |                        |   |                        |
| 42         | <b>Wholesale trade .....</b>  | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | —   | —                      | <b>D</b>  | <b>D</b>               |
|            | <b>MARTINSVILLE, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| 42         | <b>Wholesale trade .....</b>  | <b>3.7</b>                               | <b>.1</b>              | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                        | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                             | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle .....                         | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42232      | Men's & boys' clothing & furnishings whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422320     | Men's & boys' clothing & furnishings whsle ..                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>NEWPORT NEWS, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| 42         | <b>Wholesale trade .....</b>  | <b>1.4</b>                               | <b>8.4</b>             | <b>1.6</b>                               | <b>10.4</b>            | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                | .9                                       | 3.7                    | D  | D                      | D   | D                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42121      | Furniture whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421210     | Furniture whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42122      | Home furnishings whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421220     | Home furnishings whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212202    | Linens, domestics, draperies, & curtains whsle .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle .....          | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42142      | Office equipment whsle .....  | 9.8                                      | 45.4                   | 9.8                                      | 45.4                   | —   | —                      | —   | —                      |
| 421420     | Office equipment whsle .....  | 9.8                                      | 45.4                   | 9.8                                      | 45.4                   | —   | —                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whsle .....     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421430     | Computer & computer peripheral equipment & software whsle .....     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214301    | Computer & peripheral equipment whsle ..                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42171      | Hardware whsle .....  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421710     | Hardware whsle .....  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle .....     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle .....     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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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. For information on geographic areas followed by \*, see Appendix D]

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|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>NEWPORT NEWS, VA (IC)—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.  |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                           | .8                                       | 1.2                    | D  | D                      | D   | D                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .  | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .  | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                | 2.6                                      | 20.1                   | D  | D                      | D   | D                      | —   | —                      |
| 4221       | Paper & paper product whsle . . . . .                                      | —  | 8.3                    | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                                 | 4.9                                      | 38.4                   | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle . . . . .                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals . . . . .                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals . . . . .                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>NORFOLK, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>   | <b>1.0</b>                               | <b>2.8</b>             | <b>1.5</b>                               | <b>3.0</b>             | <b>—</b>  | <b>5.2</b>             | <b>—</b>  | <b>.1</b>              |
| 421        | Wholesale trade, durable goods . . . . .                                   | 2.7                                      | 7.6                    | 3.7                                      | 10.2                   | D   | D                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111      | Automobile & other motor vehicle whsle . . . . .                           | 3.2                                      | 27.0                   | 3.2                                      | 27.0                   | —   | —                      | —   | —                      |
| 421110     | Automobile & other motor vehicle whsle . . . . .                           | 3.2                                      | 27.0                   | 3.2                                      | 27.0                   | —   | —                      | —   | —                      |
| 4211104    | Medium truck & tractor (14,001 lb to 26,000 lb) whsle . . . . .            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114      | Motor vehicle parts, (used) whsle . . . . .                                | 38.0                                     | .9                     | 38.0                                     | .9                     | —   | —                      | —   | —                      |
| 421140     | Motor vehicle parts, (used) whsle . . . . .                                | 38.0                                     | .9                     | 38.0                                     | .9                     | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle . . . . .                               | 26.0                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42121      | Furniture whsle . . . . .  | 19.0                                     | —                      | 19.0                                     | —                      | —   | —                      | —   | —                      |
| 421210     | Furniture whsle . . . . .  | 19.0                                     | —                      | 19.0                                     | —                      | —   | —                      | —   | —                      |
| 42122      | Home furnishings whsle . . . . .   | 35.8                                     | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421220     | Home furnishings whsle . . . . .   | 35.8                                     | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle . . . . .                      | —  | 1.9                    | D  | D                      | —   | —                      | —   | —                      |
| 42132      | Brick, stone, & related construction materials whsle . . . . .             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421320     | Brick, stone, & related construction materials whsle . . . . .             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213202    | Sand, gravel, & stone whsle . . . . .                                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .             | .5                                       | 8.2                    | D  | D                      | D   | D                      | —   | —                      |
| 42142      | Office equipment whsle . . . . .   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 421420     | Office equipment whsle . . . . .   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214301    | Computer & peripheral equipment whsle . . . . .                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use . . . . .                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42146      | Ophthalmic goods whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421460     | Ophthalmic goods whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>NORFOLK, VA (IC)—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4216       | Electrical goods whsle . . . . .  | 1.2                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | .6                                       | 14.0                   | D  | D                      | —   | —                      | D   | D                      |
| 42171      | Hardware whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421710     | Hardware whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42174      | Refrigeration equipment & supplies whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421740     | Refrigeration equipment & supplies whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | .1                                       | 6.5                    | D  | D                      | —   | —                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | —  | 2.1                    | —  | 2.1                    | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | —  | 2.1                    | —  | 2.1                    | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .   | .2                                       | .9                     | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .   | .2                                       | .9                     | D  | D                      | —   | —                      | —   | —                      |
| 4218401    | General-line industrial supplies whsle . . . . .                            | .6                                       | —                      | .6                                       | —                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186      | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | —  | 23.1                   | —  | 23.1                   | —   | —                      | —   | —                      |
| 421860     | Transportation equipment & supplies (exc motor vehicle) whsle . . . . .     | —  | 23.1                   | —  | 23.1                   | —   | —                      | —   | —                      |
| 4218602    | Marine machinery, equipment, & supplies whsle . . . . .                     | —  | 23.1                   | —  | 23.1                   | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42192      | Toy & hobby goods & supplies whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421920     | Toy & hobby goods & supplies whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | —  | 53.8                   | —  | 53.8                   | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | —  | 53.8                   | —  | 53.8                   | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                 | .4                                       | 1.0                    | .7                                       | .3                     | D   | D                      | D   | D                      |
| 4221       | Paper & paper product whsle . . . . .                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle . . . . .                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle . . . . .                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42213      | Industrial & personal service paper whsle . . . . .                         | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422130     | Industrial & personal service paper whsle . . . . .                         | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                             | D  | D                      | 1.9                                      | .5                     | —   | —                      | —   | —                      |
| 42232      | Men's & boys' clothing & furnishings whsle . . . . .                        | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422320     | Men's & boys' clothing & furnishings whsle . . . . .                        | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42233      | Women's, children's, & infants' clothing & accessories whsle . . . . .      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422330     | Women's, children's, & infants' clothing & accessories whsle . . . . .      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                                  | .3                                       | .2                     | .5                                       | .1                     | D   | D                      | D   | D                      |
| 42242      | Packaged frozen food whsle . . . . .  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422420     | Packaged frozen food whsle . . . . .  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42248      | Fresh fruit & vegetable whsle . . . . .                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422480     | Fresh fruit & vegetable whsle . . . . .                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle . . . . .                            | —  | .2                     | D  | D                      | D   | D                      | D   | D                      |
| 422490     | Other grocery & related products whsle . . . . .                            | —  | .2                     | D  | D                      | D   | D                      | D   | D                      |
| 4224903    | Soft drinks whsle . . . . .   | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4224904    | Canned goods whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224905    | Food & beverage basic materials whsle . . . . .                             | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4225       | Farm-product raw material whsle . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle . . . . .                                  | —  | 11.3                   | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code | Geographic area and kind of business                                  | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>NORFOLK, VA (IC)—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                                |  |                        |  |                        |   |                        |   |                        |
| 4227       | Petroleum & petroleum products whse .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whse ..                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whse .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whse .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whse .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42291      | Farm supplies whse .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whse .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229102    | Farm supplies—whse distributors .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42292      | Book, periodical, & newspaper whse .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422920     | Book, periodical, & newspaper whse .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42293      | Flower, nursery stock, & florists' supplies whse .....                | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422930     | Flower, nursery stock, & florists' supplies whse .....                | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whse ..                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422990     | Other miscellaneous nondurable goods whse .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229904    | Other nondurable goods whse .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>NORTON, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | —  | <b>8.3</b>             | <b>D</b>                                 | <b>D</b>               | —   | <b>7.4</b>             | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4215       | Metal & mineral (except petroleum) whse .....                         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4218       | Machinery, equipment, & supplies whse .....                           | —  | 15.3                   | D  | D                      | D   | D                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whse ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whse ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                               | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4224       | Grocery & related products whse .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whse .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whse .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whse .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whse .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whse .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whse .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>ORANGE, VA</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>46.0</b>                              | —                      | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | —   | —                      |
| 421        | Wholesale trade, durable goods .....                                  | 46.0                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whse .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>PETERSBURG, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>9.5</b>                               | <b>1.2</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                  | 15.6                                     | 2.0                    | D  | D                      | —   | —                      | —   | —                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whse .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whse ....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42131      | Lumber, plywood, millwork, & wood panel whse .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421310     | Lumber, plywood, millwork, & wood panel whse .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whse .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42146      | Ophthalmic goods whse .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421460     | Ophthalmic goods whse .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whse .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whse .....                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whse .....                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218504    | Other service establishment equipment & supplies whse .....           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                               | 1.3                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4224       | Grocery & related products whse .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whse .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whse .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whse .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

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|----------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>POQUOSON, VA (IC)</b>   |   |  |                        |  |                        |   |                        |   |                        |
| 42                         | Wholesale trade .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| <b>PORTSMOUTH, VA (IC)</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                         | Wholesale trade .....   | 2.5                                      | 6.9                    | 3.0                                      | 6.4                    | D   | D                      | D   | D                      |
| 421                        | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                       | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                       | Furniture & home furnishings whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42122                      | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421220                     | Home furnishings whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                       | Lumber & other construction materials whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4217                       | Hardware, & plumbing & heating equipment & supplies whsle ..... | 8.4                                      | 37.6                   | 8.4                                      | 37.6                   | —   | —                      | —   | —                      |
| 4218                       | Machinery, equipment, & supplies whsle .....                    | 5.2                                      | 2.2                    | 5.2                                      | 2.2                    | —   | —                      | —   | —                      |
| 42183                      | Industrial machinery & equipment whsle .....                    | 4.0                                      | 3.0                    | 4.0                                      | 3.0                    | —   | —                      | —   | —                      |
| 421830                     | Industrial machinery & equipment whsle .....                    | 4.0                                      | 3.0                    | 4.0                                      | 3.0                    | —   | —                      | —   | —                      |
| 4218303                    | General-purpose industrial machinery & equipment whsle .....    | 4.2                                      | 1.9                    | 4.2                                      | 1.9                    | —   | —                      | —   | —                      |
| 4219                       | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                        | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4223                       | Apparel, piece goods, & notions whsle .....                     | .2                                       | 18.9                   | D  | D                      | —   | —                      | —   | —                      |
| 4224                       | Grocery & related products whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42244                      | Poultry & poultry product whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422440                     | Poultry & poultry product whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>PULASKI, VA</b>         |   |  |                        |  |                        |   |                        |   |                        |
| 42                         | Wholesale trade .....   | —  | 2.7                    | D  | D                      | D   | D                      | D   | D                      |
| 422                        | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4227                       | Petroleum & petroleum products whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                      | Petroleum bulk stations & terminals .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                       | Miscellaneous nondurable goods whsle .....                      | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42299                      | Other miscellaneous nondurable goods whsle ..                   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| <b>RADFORD, VA (IC)</b>    |   |  |                        |  |                        |   |                        |   |                        |
| 42                         | Wholesale trade .....   | 28.4                                     | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422                        | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                       | Grocery & related products whsle .....                          | D  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                       | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>RICHLANDS, VA</b>       |   |  |                        |  |                        |   |                        |   |                        |
| 42                         | Wholesale trade .....   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421                        | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                       | Machinery, equipment, & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>RICHMOND, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>.7</b>                                | <b>2.2</b>             | <b>1.3</b>                               | <b>3.7</b>             | —   | <b>.3</b>              | —   | <b>.1</b>              |
| 421        | Wholesale trade, durable goods .....                                    | .9                                       | 4.0                    | 1.6                                      | 6.5                    | —   | .4                     | .1  | —                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....              | 3.3                                      | 2.5                    | D  | D                      | D   | D                      | D   | D                      |
| 42111      | Automobile & other motor vehicle whsle .....                            | 4.1                                      | —                      | 5.5                                      | —                      | D   | D                      | D   | D                      |
| 421110     | Automobile & other motor vehicle whsle .....                            | 4.1                                      | —                      | 5.5                                      | —                      | D   | D                      | D   | D                      |
| 4211105    | Heavy truck & tractor (over 26,000 lb) whsle .....                      | D  | D                      | 1.4                                      | —                      | —   | —                      | —   | —                      |
| 42112      | Motor vehicle supplies & new parts whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120     | Motor vehicle supplies & new parts whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors .....         | .3                                       | 12.4                   | D  | D                      | —   | —                      | —   | —                      |
| 42114      | Motor vehicle parts, (used) whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140     | Motor vehicle parts, (used) whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle .....                                | .8                                       | —                      | .8                                       | —                      | —   | —                      | —   | —                      |
| 42121      | Furniture whsle .....   | .8                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421210     | Furniture whsle .....   | .8                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4212102    | Office & business furniture whsle .....                                 | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle .....                       | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....                     | —  | 10.2                   | —  | —                      | —   | —                      | —   | —                      |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....                     | —  | 10.2                   | —  | —                      | —   | —                      | —   | —                      |
| 42139      | Other construction materials whsle .....                                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421390     | Other construction materials whsle .....                                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4213901    | Flat glass & other construction glass whsle .....                       | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4214       | Professional & commercial equipment & supplies whsle .....              | 2.2                                      | 3.6                    | 3.2                                      | 5.3                    | —   | —                      | D   | D                      |
| 42143      | Computer & computer peripheral equipment & software whsle .....         | .4                                       | 12.0                   | D  | D                      | —   | —                      | —   | —                      |
| 421430     | Computer & computer peripheral equipment & software whsle .....         | .4                                       | 12.0                   | D  | D                      | —   | —                      | —   | —                      |
| 4214301    | Computer & peripheral equipment whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42144      | Other commercial equipment whsle .....                                  | 26.7                                     | 3.6                    | 26.7                                     | 3.6                    | —   | —                      | —   | —                      |
| 421440     | Other commercial equipment whsle .....                                  | 26.7                                     | 3.6                    | 26.7                                     | 3.6                    | —   | —                      | —   | —                      |
| 4214402    | Store machines & equipment whsle .....                                  | —  | 5.8                    | —  | 5.8                    | —   | —                      | —   | —                      |
| 42145      | Medical, dental, & hospital equipment & supplies whsle .....            | .2                                       | —                      | .3                                       | —                      | —   | —                      | D   | D                      |
| 421450     | Medical, dental, & hospital equipment & supplies whsle .....            | .2                                       | —                      | .3                                       | —                      | —   | —                      | D   | D                      |
| 4214501    | Surgical, medical, & hospital supplies whsle .....                      | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4215       | Metal & mineral (except petroleum) whsle .....                          | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42151      | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510     | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215102    | Nonferrous metal service centers & sales offices .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151021   | Nonferrous metal service centers .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42152      | Coal & other mineral & ore whsle .....                                  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 421520     | Coal & other mineral & ore whsle .....                                  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4215201    | Coal whsle .....  | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4216       | Electrical goods whsle .....  | 1.8                                      | 5.0                    | D  | D                      | D   | D                      | —   | —                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle .....                          | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 421690     | Other electronic parts & equipment whsle .....                          | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4216901    | Communications equipment & supplies whsle .....                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....         | —  | 28.8                   | D  | D                      | D   | D                      | —   | —                      |
| 42171      | Hardware whsle .....  | —  | 35.2                   | D  | D                      | —   | —                      | —   | —                      |
| 421710     | Hardware whsle .....  | —  | 35.2                   | D  | D                      | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle .....         | —  | 40.5                   | D  | D                      | —   | —                      | —   | —                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle .....         | —  | 40.5                   | D  | D                      | —   | —                      | —   | —                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....    | —  | 17.4                   | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle .....    | —  | 17.4                   | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area and kind of business                                       | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>RICHMOND, VA (IC)—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.  |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                           | .8                                       | 4.2                    | .9                                       | 4.5                    | —   | 2.3                    | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                           | .6                                       | 15.4                   | .7                                       | 18.6                   | D   | D                      | D   | D                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                           | .6                                       | 15.4                   | .7                                       | 18.6                   | D   | D                      | D   | D                      |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .           | —  | 15.9                   | —  | 23.2                   | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle . . . . .                               | —  | 22.2                   | —  | 22.2                   | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218406    | Other industrial supplies whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218502    | Custodial, janitors' equipment & supplies whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle . . . . .  | .6                                       | 4.1                    | .6                                       | 4.1                    | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle . . . . .  | .6                                       | 4.1                    | .6                                       | 4.1                    | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193011   | Iron & steel scrap processors (using power processing equipment) . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219302    | Recyclable paper & paperboard whsle . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219303    | Other recyclable material whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219905    | Fire extinguishers & fire safety equipment whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                | .5                                       | .3                     | 1.0                                      | .4                     | —   | .2                     | —   | .2                     |
| 4221       | Paper & paper product whsle . . . . .                                      | —  | .1                     | D  | D                      | D   | D                      | —   | —                      |
| 42211      | Printing & writing paper whsle . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422110     | Printing & writing paper whsle . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle . . . . .                               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle . . . . .                               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                                 | .9                                       | 1.5                    | 1.5                                      | 2.5                    | D   | D                      | D   | D                      |
| 42243      | Dairy products, (except dried or canned) whsle . . . . .                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422430     | Dairy products, (except dried or canned) whsle . . . . .                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224302    | Dairy product (except raw milk) whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42245      | Confectionery whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422450     | Confectionery whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42246      | Fish & seafood whsle . . . . .   | —  | .9                     | —  | .9                     | —   | —                      | —   | —                      |
| 422460     | Fish & seafood whsle . . . . .   | —  | .9                     | —  | .9                     | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle . . . . .                           | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 422490     | Other grocery & related products whsle . . . . .                           | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4224903    | Soft drinks whsle . . . . .  | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4225       | Farm-product raw material whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42259      | Other farm product raw material whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422590     | Other farm product raw material whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225902    | Leaf tobacco whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle . . . . .                             | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals . . . . .                              | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals . . . . .                              | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271012   | Petroleum bulk terminals (except LP) . . . . .                             | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227102    | Liquefied petroleum bulk stations & terminals . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .                 | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42282      | Wine & distilled alcoholic beverage whsle . . . . .                        | —  | —                      | —  | —                      | —   | —                      | D   | D                      |
| 422820     | Wine & distilled alcoholic beverage whsle . . . . .                        | —  | —                      | —  | —                      | —   | —                      | D   | D                      |
| 4228201    | Wine & distilled alcoholic bev (licensed operation) whsle . . . . .        | —  | —                      | —  | —                      | —   | —                      | D   | D                      |

See footnotes at end of table.



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|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>RICHMOND, VA (IC)—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods—Con.                                      |  |                        |  |                        |   |                        |   |                        |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42291      | Farm supplies whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229102    | Farm supplies—whsle distributors . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle . . . . .                                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle . . . . .                                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42295      | Paint, varnish, & supplies whsle . . . . .                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422950     | Paint, varnish, & supplies whsle . . . . .                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229501    | Paint, varnish, & supplies whsle . . . . .                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>ROANOKE, VA (IC)</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>  | <b>2.0</b>                               | <b>4.0</b>             | <b>3.2</b>                               | <b>6.4</b>             | —   | —                      | —   | <b>.3</b>              |
| 421        | Wholesale trade, durable goods . . . . .                                    | 2.4                                      | 6.3                    | 3.2                                      | 8.1                    | —   | —                      | —   | .9                     |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112      | Motor vehicle supplies & new parts whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120     | Motor vehicle supplies & new parts whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211201    | Motor vehicle supplies & new parts—warehouse distributors . . . . .         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211202    | Motor vehicle supplies & new parts—jobbers . . . . .                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42114      | Motor vehicle parts, (used) whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140     | Motor vehicle parts, (used) whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42121      | Furniture whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421210     | Furniture whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212102    | Office & business furniture whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle . . . . .                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42131      | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421310     | Lumber, plywood, millwork, & wood panel whsle . . . . .                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | .3                                       | 11.9                   | D  | D                      | D   | D                      | —   | —                      |
| 42142      | Office equipment whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421420     | Office equipment whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use . . . . .                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | —  | 65.9                   | D  | D                      | —   | —                      | —   | —                      |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | —  | 65.9                   | D  | D                      | —   | —                      | —   | —                      |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42146      | Ophthalmic goods whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421460     | Ophthalmic goods whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151      | Metal service centers & offices . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510     | Metal service centers & offices . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151011   | Ferrous metal service centers . . . . .                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216       | Electrical goods whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 2.1                                      | 6.4                    | 2.1                                      | 6.2                    | —   | —                      | —   | —                      |
| 42171      | Hardware whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421710     | Hardware whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | —  | 4.7                    | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | —  | 4.7                    | D  | D                      | —   | —                      | —   | —                      |

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|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>ROANOKE, VA (IC)—Con.</b>                                     |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                                      |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                              |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                 | 1.1                                      | 3.1                    | 1.4                                      | 3.9                    | D   | D                      | D   | D                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                 | .1                                       | 6.6                    | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                 | .1                                       | 6.6                    | D  | D                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle . . . . .                     | —  | 18.5                   | —  | 18.5                   | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .                              | 2.3                                      | .5                     | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .                              | 2.3                                      | .5                     | D  | D                      | —   | —                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle . . . . .           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .       | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .       | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421930     | Recyclable material whsle . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219301    | Iron & steel scrap processors & dealers . . . . .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219303    | Other recyclable material whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle . . . . .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle . . . . .                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                      | 1.3                                      | .2                     | 3.5                                      | .4                     | —   | —                      | —   | —                      |
| 4221       | Paper & paper product whsle . . . . .                            | D  | D                      | 14.0                                     | —                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle . . . . .                     | 17.5                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle . . . . .                     | 17.5                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42213      | Industrial & personal service paper whsle . . . . .              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422130     | Industrial & personal service paper whsle . . . . .              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                       | .2                                       | .2                     | D  | D                      | —   | —                      | D   | D                      |
| 42241      | General-line grocery whsle . . . . .                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whsle . . . . .                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whsle . . . . .                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle . . . . .                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle . . . . .                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224902    | Bread & baked goods whsle . . . . .                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle . . . . .                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle . . . . .                   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals . . . . .                    | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals . . . . .                    | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229904    | Other nondurable goods whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>ROCKY MOUNT, VA</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                                 | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>SALEM, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>                                 | <b>1.2</b>                               | <b>3.2</b>             | <b>2.6</b>                               | <b>6.6</b>             | <b>—</b>  | <b>.6</b>              | <b>—</b>  | <b>—</b>               |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code | Geographic area and kind of business                                       | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>SALEM, VA (IC)—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods . . . . .                                   | 2.8                                      | 6.4                    | D  | D                      | D   | D                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111      | Automobile & other motor vehicle whsle . . . . .                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421110     | Automobile & other motor vehicle whsle . . . . .                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                           | .7                                       | 8.0                    | D  | D                      | D   | D                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . . | —  | 8.7                    | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . . | —  | 8.7                    | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218304    | Metalworking machinery & equipment whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                | —  | 1.0                    | D  | D                      | D   | D                      | D   | D                      |
| 4221       | Paper & paper product whsle . . . . .                                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42213      | Industrial & personal service paper whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422130     | Industrial & personal service paper whsle . . . . .                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                                 | —  | 1.3                    | D  | D                      | D   | D                      | D   | D                      |
| 42245      | Confectionery whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422450     | Confectionery whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle . . . . .                           | D  | D                      | —  | —                      | D   | D                      | D   | D                      |
| 422490     | Other grocery & related products whsle . . . . .                           | D  | D                      | —  | —                      | D   | D                      | D   | D                      |
| 4224904    | Canned goods whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle . . . . .                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle . . . . .                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>SMITHFIELD, VA</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>   | —  | —                      | <b>D</b>                                 | <b>D</b>               | —   | —                      | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>SOUTH BOSTON, VA *</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>   | <b>2.8</b>                               | —                      | <b>3.2</b>                               | —                      | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle . . . . .             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111      | Automobile & other motor vehicle whsle . . . . .                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle . . . . .                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals . . . . .                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>SOUTH HILL, VA</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade . . . . .</b>   | <b>5.2</b>                               | <b>.6</b>              | <b>D</b>                                 | <b>D</b>               | —   | —                      | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

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|--------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                          |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>STAUNTON, VA (IC)</b> |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                | <b>Wholesale trade .....</b>                               | <b>.3</b>                                | <b>8.0</b>             | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421                      | Wholesale trade, durable goods .....                       | .9                                       | 24.4                   | D  | D                      | —   | —                      | —   | —                      |
| 4218                     | Machinery, equipment, & supplies whsle .....               | —  | 1.9                    | D  | D                      | —   | —                      | —   | —                      |
| 4219                     | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                      | Wholesale trade, nondurable goods .....                    | —  | 2.8                    | D  | D                      | —   | —                      | D   | D                      |
| 4224                     | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249                    | Other grocery & related products whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490                   | Other grocery & related products whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224903                  | Soft drinks whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225                     | Farm-product raw material whsle .....                      | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42252                    | Livestock whsle .....                                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422520                   | Livestock whsle .....                                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227                     | Petroleum & petroleum products whsle .....                 | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42271                    | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422710                   | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| <b>STRASBURG, VA</b>     |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                | <b>Wholesale trade .....</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>—</b>  | <b>—</b>               |
| 422                      | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225                     | Farm-product raw material whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>SUFFOLK, VA (IC)</b>  |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                | <b>Wholesale trade .....</b>                               | <b>.3</b>                                | <b>1.6</b>             | <b>.8</b>                                | <b>3.7</b>             | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                      | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                     | Motor vehicle & motor vehicle parts & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                    | Automobile & other motor vehicle whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421110                   | Automobile & other motor vehicle whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                     | Machinery, equipment, & supplies whsle .....               | 8.1                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                     | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193                    | Recyclable material whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421930                   | Recyclable material whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219302                  | Recyclable paper & paperboard whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                      | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4224                     | Grocery & related products whsle .....                     | —  | .1                     | D  | D                      | D   | D                      | —   | —                      |
| 42242                    | Packaged frozen food whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422420                   | Packaged frozen food whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42245                    | Confectionery whsle .....                                  | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422450                   | Confectionery whsle .....                                  | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42249                    | Other grocery & related products whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490                   | Other grocery & related products whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4225                     | Farm-product raw material whsle .....                      | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42259                    | Other farm product raw material whsle .....                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422590                   | Other farm product raw material whsle .....                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4225905                  | Other farm-product raw material whsle .....                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226                     | Chemical & allied products whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269                    | Other chemical & allied products whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690                   | Other chemical & allied products whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902                  | Other chemical & allied products whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                     | Petroleum & petroleum products whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                    | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                   | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                     | Miscellaneous nondurable goods whsle .....                 | D  | D                      | 8.7                                      | 3.0                    | —   | —                      | —   | —                      |
| <b>TAZEWELL, VA</b>      |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                | <b>Wholesale trade .....</b>                               | <b>31.5</b>                              | <b>37.8</b>            | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421                      | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                     | Machinery, equipment, & supplies whsle .....               | 37.4                                     | 47.8                   | 37.4                                     | 47.8                   | —   | —                      | —   | —                      |
| <b>VIENNA, VA</b>        |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                | <b>Wholesale trade .....</b>                               | <b>10.4</b>                              | <b>1.1</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                      | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4214                     | Professional & commercial equipment & supplies whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

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|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>VINTON, VA</b>   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>2.3</b>                               | <b>1.1</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>VIRGINIA BEACH, VA (IC)</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>2.9</b>                               | <b>2.6</b>             | <b>3.7</b>                               | <b>3.0</b>             | <b>—</b>  | <b>1.2</b>             | <b>—</b>  | <b>1.0</b>             |
| 421        | Wholesale trade, durable goods .....                                    | 3.7                                      | 4.3                    | 4.3                                      | 4.5                    | —   | —                      | .1  | 3.2                    |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111      | Automobile & other motor vehicle whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421110     | Automobile & other motor vehicle whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112      | Motor vehicle supplies & new parts whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120     | Motor vehicle supplies & new parts whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle .....                                | 8.7                                      | 7.0                    | D  | D                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle .....                       | 1.4                                      | —                      | 1.6                                      | —                      | —   | —                      | —   | —                      |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421310     | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213101    | Lumber without yard whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213103    | Plywood, veneer, millwork, & wood panel whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42132      | Brick, stone, & related construction materials whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421320     | Brick, stone, & related construction materials whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213202    | Sand, gravel, & stone whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle .....              | 4.0                                      | 7.5                    | 4.2                                      | 7.4                    | —   | —                      | —   | —                      |
| 42142      | Office equipment whsle .....  | 3.8                                      | 10.8                   | 4.7                                      | 10.6                   | —   | —                      | —   | —                      |
| 421420     | Office equipment whsle .....  | 3.8                                      | 10.8                   | 4.7                                      | 10.6                   | —   | —                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whsle .....         | 4.6                                      | 8.5                    | D  | D                      | —   | —                      | —   | —                      |
| 421430     | Computer & computer peripheral equipment & software whsle .....         | 4.6                                      | 8.5                    | D  | D                      | —   | —                      | —   | —                      |
| 4214301    | Computer & peripheral equipment whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42144      | Other commercial equipment whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421440     | Other commercial equipment whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215       | Metal & mineral (except petroleum) whsle .....                          | 3.0                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42151      | Metal service centers & offices .....                                   | 3.0                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421510     | Metal service centers & offices .....                                   | 3.0                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4215101    | Ferrous metal service centers & sales offices .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151011   | Ferrous metal service centers .....                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215102    | Nonferrous metal service centers & sales offices .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151021   | Nonferrous metal service centers .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216       | Electrical goods whsle .....  | 3.9                                      | 1.5                    | D  | D                      | —   | —                      | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42162      | Electrical appliance, television & radio set whsle .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421620     | Electrical appliance, television & radio set whsle .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421690     | Other electronic parts & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4216902    | Electronic parts (excluding communications equipment) whsle .....       | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....         | —  | 18.4                   | —  | 21.6                   | —   | —                      | —   | 12.5                   |
| 42171      | Hardware whsle .....  | —  | 17.7                   | —  | 17.7                   | —   | —                      | —   | —                      |
| 421710     | Hardware whsle .....  | —  | 17.7                   | —  | 17.7                   | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle .....         | —  | 15.4                   | —  | —                      | —   | —                      | —   | —                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle .....         | —  | 15.4                   | —  | —                      | —   | —                      | —   | —                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle .....    | —  | 22.7                   | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle .....    | —  | 22.7                   | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area and kind of business   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>VIRGINIA BEACH, VA (IC)—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.  |  |                        |  |                        |   |                        |   |                        |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                             | 8.6                                      | 5.3                    | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                             | 1.6                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                             | 1.6                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .  | 4.4                                      | 11.1                   | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .  | 4.4                                      | 11.1                   | D  | D                      | —   | —                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42191      | Sporting & recreational goods & supplies whsle . . . . .                     | 1.8                                      | 2.3                    | D  | D                      | —   | —                      | —   | —                      |
| 421910     | Sporting & recreational goods & supplies whsle . . . . .                     | 1.8                                      | 2.3                    | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219904    | Prerecorded media whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199041   | Compact discs/pre-recorded audio tapes, & phonograph records whsle . . . . . | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods . . . . .                                  | 2.1                                      | .9                     | 3.0                                      | 1.2                    | —   | 2.0                    | —   | —                      |
| 4221       | Paper & paper product whsle . . . . .  | 22.1                                     | 2.1                    | 24.1                                     | .9                     | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle . . . . .                                 | .6                                       | 2.0                    | D  | D                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle . . . . .                                 | .6                                       | 2.0                    | D  | D                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle . . . . .                              | 7.3                                      | 1.8                    | 24.6                                     | 5.9                    | —   | —                      | —   | —                      |
| 42232      | Men's & boys' clothing & furnishings whsle . . . . .                         | 5.0                                      | 2.6                    | D  | D                      | —   | —                      | —   | —                      |
| 422320     | Men's & boys' clothing & furnishings whsle . . . . .                         | 5.0                                      | 2.6                    | D  | D                      | —   | —                      | —   | —                      |
| 42233      | Women's, children's, & infants' clothing & accessories whsle . . . . .       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422330     | Women's, children's, & infants' clothing & accessories whsle . . . . .       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle . . . . .                                   | .3                                       | .9                     | D  | D                      | —   | —                      | D   | D                      |
| 42241      | General-line grocery whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whsle . . . . .                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42242      | Packaged frozen food whsle . . . . .   | —  | 1.3                    | D  | D                      | —   | —                      | D   | D                      |
| 422420     | Packaged frozen food whsle . . . . .   | —  | 1.3                    | D  | D                      | —   | —                      | D   | D                      |
| 42249      | Other grocery & related products whsle . . . . .                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle . . . . .                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224906    | Other grocery specialties whsle . . . . .                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225       | Farm-product raw material whsle . . . . .                                    | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42259      | Other farm product raw material whsle . . . . .                              | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422590     | Other farm product raw material whsle . . . . .                              | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whsle . . . . .                                   | 1.5                                      | 1.0                    | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle . . . . .                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle . . . . .                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle . . . . .                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle . . . . .                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) . . . . .                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011   | Petroleum bulk stations (except LP) . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle . . . . .                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle . . . . .                               | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42291      | Farm supplies whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42293      | Flower, nursery stock, & florists' supplies whsle . . . . .                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422930     | Flower, nursery stock, & florists' supplies whsle . . . . .                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42294      | Tobacco & tobacco product whsle . . . . .                                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940     | Tobacco & tobacco product whsle . . . . .                                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422990     | Other miscellaneous nondurable goods whsle . . . . .                         | 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. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                   | Geographic area and kind of business                                   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------------------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                              |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>WARRENTON, VA</b>         |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                    | <b>Wholesale trade .....</b>   | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                          | Wholesale trade, durable goods .....                                   | D  | D                      | 21.5                                     | 5.8                    | —   | —                      | —   | —                      |
| 4218                         | Machinery, equipment, & supplies whsle .....                           | 19.5                                     | 3.1                    | D  | D                      | —   | —                      | —   | —                      |
| 42181                        | Construction & mining (except petroleum) machinery & equip whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                         | Petroleum & petroleum products whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                        | Petroleum bulk stations & terminals .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>WAYNESBORO, VA (IC)</b>   |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                    | <b>Wholesale trade .....</b>   | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>—</b>  | <b>—</b>               |
| 421                          | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4213                         | Lumber & other construction materials whsle ....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42131                        | Lumber, plywood, millwork, & wood panel whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421310                       | Lumber, plywood, millwork, & wood panel whsle .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214                         | Professional & commercial equipment & supplies whsle .....             | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42143                        | Computer & computer peripheral equipment & software whsle .....        | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 421430                       | Computer & computer peripheral equipment & software whsle .....        | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4214301                      | Computer & peripheral equipment whsle ..                               | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42143012                     | Computers & peripheral equipment for end use .....                     | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4218                         | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4221                         | Paper & paper product whsle .....                                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>WEST POINT, VA</b>        |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                    | <b>Wholesale trade .....</b>   | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>—</b>  | <b>—</b>               |
| 422                          | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4221                         | Paper & paper product whsle .....                                      | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42213                        | Industrial & personal service paper whsle .....                        | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4225                         | Farm-product raw material whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229                         | Miscellaneous nondurable goods whsle .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>WILLIAMSBURG, VA (IC)</b> |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                    | <b>Wholesale trade .....</b>   | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                          | Wholesale trade, durable goods .....                                   | .8                                       | 10.3                   | D  | D                      | —   | —                      | D   | D                      |
| 4218                         | Machinery, equipment, & supplies whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>WINCHESTER, VA (IC)</b>   |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                    | <b>Wholesale trade .....</b>   | <b>.2</b>                                | <b>8.8</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                          | Wholesale trade, durable goods .....                                   | D  | D                      | 1.7                                      | 11.7                   | D   | D                      | —   | —                      |
| 4213                         | Lumber & other construction materials whsle ....                       | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42131                        | Lumber, plywood, millwork, & wood panel whsle .....                    | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 421310                       | Lumber, plywood, millwork, & wood panel whsle .....                    | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4213103                      | Plywood, veneer, millwork, & wood panel whsle .....                    | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4218                         | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183                        | Industrial machinery & equipment whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421830                       | Industrial machinery & equipment whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                          | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4224                         | Grocery & related products whsle .....                                 | —  | 29.2                   | D  | D                      | —   | —                      | D   | D                      |
| 42249                        | Other grocery & related products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490                       | Other grocery & related products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                         | Petroleum & petroleum products whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                        | Petroleum bulk stations & terminals .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422710                       | Petroleum bulk stations & terminals .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227101                      | Petroleum bulk stations & terminals (except LP) .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271011                     | Petroleum bulk stations (except LP) ....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code                             | Geographic area and kind of business                                   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|--|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|  |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>WISE, VA</b>                        |  |  |                        |  |                        |   |                        |   |                        |
| 42                                     | Wholesale trade .....  | .7                                       | 2.9                    | .7                                       | 2.9                    | —   | —                      | —   | —                      |
| 421                                    | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215                                   | Metal & mineral (except petroleum) whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42152                                  | Coal & other mineral & ore whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                                   | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42181                                  | Construction & mining (except petroleum) machinery & equip whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>WOODSTOCK, VA</b>                   |  |  |                        |  |                        |   |                        |   |                        |
| 42                                     | Wholesale trade .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421                                    | Wholesale trade, durable goods .....                                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>WYTHEVILLE, VA</b>                  |  |  |                        |  |                        |   |                        |   |                        |
| 42                                     | Wholesale trade .....  | D  | D                      | 7.2                                      | 7.9                    | —   | —                      | D   | D                      |
| 421                                    | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                                   | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                                   | Furniture & home furnishings whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42122                                  | Home furnishings whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                                   | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                    | Wholesale trade, nondurable goods .....                                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| <b>BALANCE OF ACCOMACK COUNTY, VA</b>  |  |  |                        |  |                        |   |                        |   |                        |
| 42                                     | Wholesale trade .....  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421                                    | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                    | Wholesale trade, nondurable goods .....                                | D  | D                      | 2.3                                      | 34.5                   | —   | —                      | —   | —                      |
| 4224                                   | Grocery & related products whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42246                                  | Fish & seafood whsle .....   | —  | 21.6                   | —  | 21.6                   | —   | —                      | —   | —                      |
| <b>BALANCE OF ALBEMARLE COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| 42                                     | Wholesale trade .....  | 15.2                                     | .8                     | D  | D                      | —   | —                      | D   | D                      |
| 421                                    | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4213                                   | Lumber & other construction materials whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                                   | Professional & commercial equipment & supplies whsle .....             | 11.5                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42143                                  | Computer & computer peripheral equipment & software whsle .....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421430                                 | Computer & computer peripheral equipment & software whsle .....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215                                   | Metal & mineral (except petroleum) whsle .....                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                                   | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185                                  | Service establishment equipment & supplies whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421850                                 | Service establishment equipment & supplies whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218502                                | Custodial, janitors' equipment & supplies whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                    | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4224                                   | Grocery & related products whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42243                                  | Dairy products, (except dried or canned) whsle .....                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422430                                 | Dairy products, (except dried or canned) whsle .....                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224302                                | Dairy product (except raw milk) whsle .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249                                  | Other grocery & related products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490                                 | Other grocery & related products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF ALLEGHANY COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| 42                                     | Wholesale trade .....  | 22.9                                     | —                      | 22.9                                     | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.



**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code                              | Geographic area and kind of business                                | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|---|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|   |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BALANCE OF AMELIA COUNTY, VA</b>     |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                               | <b>Wholesale trade .....</b>  | <b>25.7</b>                              | <b>—</b>               | <b>25.7</b>                              | <b>—</b>               | <b>—</b>  | <b>—</b>               | <b>—</b>  | <b>—</b>               |
| 421                                     | Wholesale trade, durable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                                    | Motor vehicle & motor vehicle parts & supplies whsle .....          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                                   | Automobile & other motor vehicle whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421110                                  | Automobile & other motor vehicle whsle .....                        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422                                     | Wholesale trade, nondurable goods .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                                    | Grocery & related products whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF AMHERST COUNTY, VA</b>    |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                               | <b>Wholesale trade .....</b>  | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421                                     | Wholesale trade, durable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215                                    | Metal & mineral (except petroleum) whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151                                   | Metal service centers & offices .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510                                  | Metal service centers & offices .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215101                                 | Ferrous metal service centers & sales offices .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                                    | Miscellaneous durable goods whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                     | Wholesale trade, nondurable goods .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229                                    | Miscellaneous nondurable goods whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294                                   | Tobacco & tobacco product whsle .....                               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422940                                  | Tobacco & tobacco product whsle .....                               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>BALANCE OF APPOMATTOX COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                               | <b>Wholesale trade .....</b>  | <b>—</b>                                 | <b>1.2</b>             | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421                                     | Wholesale trade, durable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF ARLINGTON COUNTY, VA</b>  |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                               | <b>Wholesale trade .....</b>  | <b>5.5</b>                               | <b>3.3</b>             | <b>10.3</b>                              | <b>4.8</b>             | <b>—</b>  | <b>1.7</b>             | <b>—</b>  | <b>—</b>               |
| 421                                     | Wholesale trade, durable goods .....                                | 6.6                                      | 3.6                    | D  | D                      | D   | D                      | D   | D                      |
| 4211                                    | Motor vehicle & motor vehicle parts & supplies whsle .....          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                                   | Automobile & other motor vehicle whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421110                                  | Automobile & other motor vehicle whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112                                   | Motor vehicle supplies & new parts whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120                                  | Motor vehicle supplies & new parts whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                                    | Lumber & other construction materials whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42139                                   | Other construction materials whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421390                                  | Other construction materials whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213902                                 | Other construction materials whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                                    | Professional & commercial equipment & supplies whsle .....          | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42142                                   | Office equipment whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421420                                  | Office equipment whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143                                   | Computer & computer peripheral equipment & software whsle .....     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421430                                  | Computer & computer peripheral equipment & software whsle .....     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214301                                 | Computer & peripheral equipment whsle ..                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143011                                | Computers & peripheral equipment for resale .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143012                                | Computers & peripheral equipment for end use .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216                                    | Electrical goods whsle .....  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42169                                   | Other electronic parts & equipment whsle .....                      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 421690                                  | Other electronic parts & equipment whsle .....                      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4216901                                 | Communications equipment & supplies whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216902                                 | Electronic parts (excluding communications equipment) whsle .....   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4218                                    | Machinery, equipment, & supplies whsle .....                        | —  | 34.4                   | D  | D                      | —   | —                      | —   | —                      |
| 42186                                   | Transportation equipment & supplies (exc motor vehicle) whsle ..... | —  | 38.2                   | —  | —                      | —   | —                      | —   | —                      |
| 421860                                  | Transportation equipment & supplies (exc motor vehicle) whsle ..... | —  | 38.2                   | —  | —                      | —   | —                      | —   | —                      |
| 4219                                    | Miscellaneous durable goods whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

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|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>BALANCE OF ARLINGTON COUNTY, VA—Con.</b>                            |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods .....                                | 1.4                                      | 2.3                    | D  | D                      | D   | D                      | —   | —                      |
| 4221       | Paper & paper product whsle .....                                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....                               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle .....                               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                                 | 9.0                                      | .7                     | D  | D                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle .....                                 | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42269      | Other chemical & allied products whsle .....                           | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422690     | Other chemical & allied products whsle .....                           | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                             | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42292      | Book, periodical, & newspaper whsle .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422920     | Book, periodical, & newspaper whsle .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF AUGUSTA COUNTY, VA</b>                                   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>   | <b>1.4</b>                               | <b>.1</b>              | <b>1.6</b>                               | <b>.1</b>              | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                   | .1                                       | .2                     | D  | D                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                           | .3                                       | .3                     | D  | D                      | —   | —                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                | 2.6                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                                 | 3.7                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42291      | Farm supplies whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229101    | Farm supplies—farm dealers .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF BATH COUNTY, VA</b>                                      |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>   | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | —   | —                      |
| 421        | Wholesale trade, durable goods .....                                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF BEDFORD COUNTY, VA</b>                                   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>   | <b>.1</b>                                | <b>1.2</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                             | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....                              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP) .....                  | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
|            | <b>BALANCE OF BLAND COUNTY, VA</b>                                     |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>   | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | —   | —                      | —   | —                      |
| 421        | Wholesale trade, durable goods .....                                   | 1.8                                      | —                      | 1.8                                      | —                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222       | Drugs, & druggists' sundries whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42221      | Drugs, & druggists' sundries whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422210     | Drugs, & druggists' sundries whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

Table 8. **Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                              | Geographic area and kind of business                                   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|---|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|   |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BALANCE OF BOTETOURT COUNTY, VA</b>  |  |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....  | .2                                       | .4                     | .1                                       | .2                     | D   | D                      | D   | D                      |
| 421                                     | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4211                                    | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42111                                   | Automobile & other motor vehicle whsle .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421110                                  | Automobile & other motor vehicle whsle .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4211105                                 | Heavy truck & tractor (over 26,000 lb) whsle .....                     | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4218                                    | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                                     | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 4228                                    | Beer, wine, & distilled alcoholic beverage whsle ..                    | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4229                                    | Miscellaneous nondurable goods whsle .....                             | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42291                                   | Farm supplies whsle .....  | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422910                                  | Farm supplies whsle .....  | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4229102                                 | Farm supplies—whsle distributors .....                                 | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| <b>BALANCE OF BRUNSWICK COUNTY, VA</b>  |  |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....  | -  | -                      | D  | D                      | -   | -                      | D   | D                      |
| 421                                     | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4219                                    | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42199                                   | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421990                                  | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                                     | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| <b>BALANCE OF BUCHANAN COUNTY, VA</b>   |  |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....  | 32.0                                     | 2.9                    | D  | D                      | D   | D                      | D   | D                      |
| 421                                     | Wholesale trade, durable goods .....                                   | 35.7                                     | 3.3                    | D  | D                      | -   | -                      | -   | -                      |
| 4215                                    | Metal & mineral (except petroleum) whsle .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4218                                    | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42181                                   | Construction & mining (except petroleum) machinery & equip whsle ..... | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421810                                  | Construction & mining (except petroleum) machinery & equip whsle ..... | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                                     | Wholesale trade, nondurable goods .....                                | 27.3                                     | 2.4                    | D  | D                      | -   | -                      | -   | -                      |
| 4226                                    | Chemical & allied products whsle .....                                 | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42269                                   | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422690                                  | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4227                                    | Petroleum & petroleum products whsle .....                             | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 42271                                   | Petroleum bulk stations & terminals .....                              | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 422710                                  | Petroleum bulk stations & terminals .....                              | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 4227101                                 | Petroleum bulk stations & terminals (except LP) .....                  | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 42271011                                | Petroleum bulk stations (except LP) .....                              | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| <b>BALANCE OF BUCKINGHAM COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....  | 64.0                                     | -                      | 64.0                                     | -                      | -   | -                      | -   | -                      |
| 421                                     | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4219                                    | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42199                                   | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421990                                  | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| <b>BALANCE OF CAMPBELL COUNTY, VA</b>   |  |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....  | .6                                       | .3                     | D  | D                      | -   | -                      | D   | D                      |
| 421                                     | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4211                                    | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42111                                   | Automobile & other motor vehicle whsle .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42114                                   | Motor vehicle parts, (used) whsle .....                                | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4217                                    | Hardware, & plumbing & heating equipment & supplies whsle .....        | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4218                                    | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42183                                   | Industrial machinery & equipment whsle .....                           | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4219                                    | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42199                                   | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                                     | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4222                                    | Drugs, & druggists' sundries whsle .....                               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42221                                   | Drugs, & druggists' sundries whsle .....                               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4224                                    | Grocery & related products whsle .....                                 | D  | D                      | D  | D                      | -   | -                      | -   | -                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code                                | Geographic area and kind of business                       | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|---|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|   |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BALANCE OF CAROLINE COUNTY, VA</b>     |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                 | <b>Wholesale trade .....</b>                               | <b>3.1</b>                               | <b>2.8</b>             | <b>3.1</b>                               | <b>2.8</b>             | —   | —                      | —   | —                      |
| 421                                       | Wholesale trade, durable goods .....                       | 6.6                                      | 4.0                    | 6.6                                      | 4.0                    | —   | —                      | —   | —                      |
| 4219                                      | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                       | Wholesale trade, nondurable goods .....                    | —  | 1.6                    | —  | 1.6                    | —   | —                      | —   | —                      |
| 4227                                      | Petroleum & petroleum products whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                                     | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                                    | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>BALANCE OF CARROLL COUNTY, VA</b>      |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                 | <b>Wholesale trade .....</b>                               | <b>3.5</b>                               | <b>.1</b>              | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                                       | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                       | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                                      | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF CHARLES CITY COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                 | <b>Wholesale trade .....</b>                               | <b>D</b>                                 | <b>D</b>               | —  | —                      | —   | —                      | <b>D</b>  | <b>D</b>               |
| <b>BALANCE OF CHARLOTTE COUNTY, VA</b>    |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                 | <b>Wholesale trade .....</b>                               | <b>12.2</b>                              | <b>.3</b>              | <b>12.2</b>                              | <b>.3</b>              | —   | —                      | —   | —                      |
| 421                                       | Wholesale trade, durable goods .....                       | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4211                                      | Motor vehicle & motor vehicle parts & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                       | Wholesale trade, nondurable goods .....                    | 30.5                                     | .7                     | 30.5                                     | .7                     | —   | —                      | —   | —                      |
| <b>BALANCE OF CHESTERFIELD COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                 | <b>Wholesale trade .....</b>                               | <b>4.2</b>                               | <b>4.4</b>             | <b>7.6</b>                               | <b>6.9</b>             | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                                       | Wholesale trade, durable goods .....                       | 4.7                                      | 3.5                    | D  | D                      | —   | 7.4                    | D   | D                      |
| 4211                                      | Motor vehicle & motor vehicle parts & supplies whsle ..... | 2.2                                      | 1.4                    | D  | D                      | —   | —                      | —   | —                      |
| 42111                                     | Automobile & other motor vehicle whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421110                                    | Automobile & other motor vehicle whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211105                                   | Heavy truck & tractor (over 26,000 lb) whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112                                     | Motor vehicle supplies & new parts whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120                                    | Motor vehicle supplies & new parts whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211202                                   | Motor vehicle supplies & new parts—jobbers .....           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114                                     | Motor vehicle parts, (used) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                                    | Motor vehicle parts, (used) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                                      | Furniture & home furnishings whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42121                                     | Furniture whsle .....                                      | D  | D                      | 64.1                                     | 32.1                   | —   | —                      | —   | —                      |
| 421210                                    | Furniture whsle .....                                      | D  | D                      | 64.1                                     | 32.1                   | —   | —                      | —   | —                      |
| 4212101                                   | Household & lawn furniture whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                                      | Lumber & other construction materials whsle .....          | 6.2                                      | 11.5                   | D  | D                      | —   | —                      | D   | D                      |
| 42131                                     | Lumber, plywood, millwork, & wood panel whsle .....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421310                                    | Lumber, plywood, millwork, & wood panel whsle .....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213101                                   | Lumber without yard whsle .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42132                                     | Brick, stone, & related construction materials whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421320                                    | Brick, stone, & related construction materials whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42133                                     | Roofing, siding, & insulation material whsle .....         | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421330                                    | Roofing, siding, & insulation material whsle .....         | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4213301                                   | Roofing, siding, & insulation material whsle .....         | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42139                                     | Other construction materials whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421390                                    | Other construction materials whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213902                                   | Other construction materials whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code | Geographic area and kind of business  | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>BALANCE OF CHESTERFIELD COUNTY, VA—Con.</b>                              |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4214       | Professional & commercial equipment & supplies whsle . . . . .              | 17.9                                     | 3.3                    | 26.8                                     | 5.0                    | —   | —                      | D   | D                      |
| 42143      | Computer & computer peripheral equipment & software whsle . . . . .         | D  | D                      | 70.2                                     | 7.9                    | —   | —                      | —   | —                      |
| 421430     | Computer & computer peripheral equipment & software whsle . . . . .         | D  | D                      | 70.2                                     | 7.9                    | —   | —                      | —   | —                      |
| 4214301    | Computer & peripheral equipment whsle . . . . .                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214302    | Computer software (packaged) whsle . . . . .                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42144      | Other commercial equipment whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421440     | Other commercial equipment whsle . . . . .                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42145      | Medical, dental, & hospital equipment & supplies whsle . . . . .            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421450     | Medical, dental, & hospital equipment & supplies whsle . . . . .            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214501    | Surgical, medical, & hospital supplies whsle . . . . .                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215       | Metal & mineral (except petroleum) whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151      | Metal service centers & offices . . . . .                                   | D  | D                      | —  | 5.0                    | —   | —                      | —   | —                      |
| 421510     | Metal service centers & offices . . . . .                                   | D  | D                      | —  | 5.0                    | —   | —                      | —   | —                      |
| 4215101    | Ferrous metal service centers & sales offices . . . . .                     | D  | D                      | —  | 5.0                    | —   | —                      | —   | —                      |
| 42151011   | Ferrous metal service centers . . . . .                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42151012   | Ferrous metal sales offices . . . . .                                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4216       | Electrical goods whsle . . . . .  | .1                                       | 1.2                    | D  | D                      | —   | —                      | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | .2                                       | —                      | —   | —                      | D   | D                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | D  | D                      | .2                                       | —                      | —   | —                      | D   | D                      |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | 1.1                                      | 10.0                   | D  | D                      | —   | —                      | D   | D                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 1.8                                      | .6                     | 2.8                                      | .2                     | D   | D                      | D   | D                      |
| 42182      | Farm & garden machinery & equipment whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820     | Farm & garden machinery & equipment whsle . . . . .                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218202    | Farm machinery & equipment—whsle distributors . . . . .                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 2.4                                      | 1.0                    | 4.1                                      | .3                     | D   | D                      | D   | D                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 2.4                                      | 1.0                    | 4.1                                      | .3                     | D   | D                      | D   | D                      |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .   | —  | 5.2                    | —  | —                      | —   | —                      | —   | —                      |
| 42183022   | Hydraulic & pneumatic parts, accessories, & supplies whsle . . . . .        | —  | 7.7                    | —  | —                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | —  | —                      | —  | —                      | —   | —                      | D   | D                      |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                      | 6.5                                      | .6                     | D  | D                      | —   | —                      | D   | D                      |
| 42184      | Industrial supplies whsle . . . . .   | .1                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .   | .1                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4218402    | Mechanical power transmission supplies whsle . . . . .                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218404    | Industrial containers & supplies whsle . . . . .                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4218501    | Beauty & barber shop equipment & supplies whsle . . . . .                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

Table 8. **Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code | Geographic area and kind of business                   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>BALANCE OF CHESTERFIELD COUNTY, VA—Con.</b>         |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>                            |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods .....                | 2.9                                      | 6.9                    | D  | D                      | D   | D                      | D   | D                      |
| 4221       | Paper & paper product whsle .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle .....               | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle .....            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle .....                 | 5.0                                      | 3.0                    | 7.8                                      | 4.7                    | D   | D                      | —   | —                      |
| 42269      | Other chemical & allied products whsle .....           | 5.7                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 422690     | Other chemical & allied products whsle .....           | 5.7                                      | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle .....           | 5.7                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....             | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422710     | Petroleum bulk stations & terminals .....              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227101    | Petroleum bulk stations & terminals (except LP).....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42291      | Farm supplies whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422910     | Farm supplies whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF CLARKE COUNTY, VA</b>                    |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                           | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | —   | —                      | —   | —                      |
| 421        | Wholesale trade, durable goods .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF CRAIG COUNTY, VA</b>                     |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                           | —  | <b>9.3</b>             | —  | <b>9.3</b>             | —   | —                      | —   | —                      |
|            | <b>BALANCE OF CULPEPER COUNTY, VA</b>                  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                           | <b>D</b>                                 | <b>D</b>               | <b>.4</b>                                | <b>28.5</b>            | —   | —                      | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                   | .4                                       | —                      | D  | D                      | —   | —                      | D   | D                      |
| 4218       | Machinery, equipment, & supplies whsle .....           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42185      | Service establishment equipment & supplies whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF CUMBERLAND COUNTY, VA</b>                |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                           | <b>34.5</b>                              | —                      | <b>34.5</b>                              | —                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF DICKENSON COUNTY, VA</b>                 |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                           | <b>9.5</b>                               | —                      | <b>9.5</b>                               | —                      | —   | —                      | —   | —                      |
| 421        | Wholesale trade, durable goods .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF DINWIDDIE COUNTY, VA</b>                 |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>                           | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | —   | —                      | —   | —                      |
| 421        | Wholesale trade, durable goods .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42232      | Men's & boys' clothing & furnishings whsle ....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422320     | Men's & boys' clothing & furnishings whsle ..          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42292      | Book, periodical, & newspaper whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422920     | Book, periodical, & newspaper whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                           | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|--------------------------------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|                                      |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BALANCE OF ESSEX COUNTY, VA</b>   |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                            | <b>Wholesale trade .....</b>  | <b>48.7</b>                              | <b>—</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>—</b>  | <b>—</b>               |
| 421                                  | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                                 | Machinery, equipment, & supplies whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182                                | Farm & garden machinery & equipment whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421820                               | Farm & garden machinery & equipment whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218201                              | Farm machinery & equipment—farm dealers .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                  | Wholesale trade, nondurable goods .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229                                 | Miscellaneous nondurable goods whsle .....                              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>BALANCE OF FAIRFAX COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                            | <b>Wholesale trade .....</b>  | <b>2.7</b>                               | <b>3.3</b>             | <b>7.1</b>                               | <b>5.5</b>             | <b>—</b>  | <b>2.2</b>             | <b>.1</b>   | <b>.2</b>              |
| 421                                  | Wholesale trade, durable goods .....                                    | 2.0                                      | 3.5                    | 5.3                                      | 5.7                    | D   | D                      | D   | D                      |
| 4211                                 | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42111                                | Automobile & other motor vehicle whsle .....                            | D  | D                      | 4.8                                      | —                      | D   | D                      | —   | —                      |
| 42112                                | Motor vehicle supplies & new parts whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114                                | Motor vehicle parts, (used) whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                                 | Furniture & home furnishings whsle .....                                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42121                                | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42122                                | Home furnishings whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                                 | Lumber & other construction materials whsle .....                       | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42131                                | Lumber, plywood, millwork, & wood panel whsle .....                     | 22.2                                     | —                      | D  | D                      | —   | —                      | D   | D                      |
| 42132                                | Brick, stone, & related construction materials whsle .....              | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42133                                | Roofing, siding, & insulation material whsle .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42139                                | Other construction materials whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                                 | Professional & commercial equipment & supplies whsle .....              | 2.2                                      | 4.9                    | 3.7                                      | 4.3                    | —   | 5.9                    | .7  | —                      |
| 42141                                | Photographic equipment & supplies whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42142                                | Office equipment whsle .....  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42143                                | Computer & computer peripheral equipment & software whsle .....         | 2.1                                      | 5.0                    | 3.6                                      | 3.9                    | D   | D                      | D   | D                      |
| 42144                                | Other commercial equipment whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42145                                | Medical, dental, & hospital equipment & supplies whsle .....            | D  | D                      | 3.5                                      | 14.7                   | —   | —                      | D   | D                      |
| 42149                                | Other professional equipment & supplies whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215                                 | Metal & mineral (except petroleum) whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151                                | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216                                 | Electrical goods whsle .....  | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42161                                | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42162                                | Electrical appliance, television & radio set whsle .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169                                | Other electronic parts & equipment whsle .....                          | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4217                                 | Hardware, & plumbing & heating equipment & supplies whsle .....         | D  | D                      | 2.8                                      | 5.2                    | —   | —                      | D   | D                      |
| 42171                                | Hardware whsle .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42172                                | Plumbing & heating equipment & supplies (hydronics) whsle .....         | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42173                                | Warm air heating & air-conditioning equipment & supplies whsle .....    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4218                                 | Machinery, equipment, & supplies whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42181                                | Construction & mining (except petroleum) machinery & equip whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183                                | Industrial machinery & equipment whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184                                | Industrial supplies whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185                                | Service establishment equipment & supplies whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186                                | Transportation equipment & supplies (exc motor vehicle) whsle .....     | D  | D                      | .5                                       | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

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|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>BALANCE OF FAIRFAX COUNTY, VA—</b>                                  |  |                        |  |                        |   |                        |   |                        |
|            | <b>Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>  |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.                                    |  |                        |  |                        |   |                        |   |                        |
| 4219       | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42191      | Sporting & recreational goods & supplies whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42192      | Toy & hobby goods & supplies whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193      | Recyclable material whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle .....                          | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422        | Wholesale trade, nondurable goods .....                                | 4.7                                      | 2.6                    | 13.6                                     | 4.7                    | D   | D                      | D   | D                      |
| 4221       | Paper & paper product whsle .....                                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222       | Drugs, & druggists' sundries whsle .....                               | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42221      | Drugs, & druggists' sundries whsle .....                               | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4223       | Apparel, piece goods, & notions whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42233      | Women's, children's, & infants' clothing & accessories whsle .....     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                                 | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42241      | General-line grocery whsle .....                                       | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42243      | Dairy products, (except dried or canned) whsle .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42247      | Meat & meat product whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42249      | Other grocery & related products whsle .....                           | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4226       | Chemical & allied products whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                             | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                              | —  | —                      | D  | D                      | D   | D                      | —   | —                      |
| 42272      | Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..                    | 16.8                                     | .2                     | D  | D                      | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle .....   | 7.0                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42282      | Wine & distilled alcoholic beverage whsle .....                        | 41.4                                     | .7                     | D  | D                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                             | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42292      | Book, periodical, & newspaper whsle .....                              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42293      | Flower, nursery stock, & florists' supplies whsle .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42294      | Tobacco & tobacco product whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42295      | Paint, varnish, & supplies whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whsle ..                          | 28.3                                     | 4.1                    | D  | D                      | —   | —                      | D   | D                      |
|            | <b>BALANCE OF FAUQUIER COUNTY, VA</b>                                  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>   | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                   | D  | D                      | .1                                       | 5.3                    | —   | —                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                           | .1                                       | 5.2                    | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                | D  | D                      | —  | —                      | D   | D                      | D   | D                      |
| 4224       | Grocery & related products whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF FLOYD COUNTY, VA</b>                                     |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>   | <b>24.7</b>                              | <b>.6</b>              | <b>24.7</b>                              | <b>.6</b>              | <b>—</b>  | <b>—</b>               | <b>—</b>  | <b>—</b>               |
| 421        | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF FLUVANNA COUNTY, VA</b>                                  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>   | <b>D</b>                                 | <b>D</b>               | <b>16.2</b>                              | <b>—</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421        | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4215       | Metal & mineral (except petroleum) whsle .....                         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42151      | Metal service centers & offices .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421510     | Metal service centers & offices .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4215101    | Ferrous metal service centers & sales offices .....                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42151011   | Ferrous metal service centers .....                                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.



Table 8. **Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code                              | Geographic area and kind of business                       | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|---|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|   |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BALANCE OF FRANKLIN COUNTY, VA</b>   |  |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....                                      | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421                                     | Wholesale trade, durable goods .....                       | D  | D                      | 15.7                                     | —                      | —   | —                      | —   | —                      |
| 4219                                    | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42193                                   | Recyclable material whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                     | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| <b>BALANCE OF FREDERICK COUNTY, VA</b>  |  |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....                                      | .5                                       | .8                     | D  | D                      | D   | D                      | D   | D                      |
| 421                                     | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                                    | Motor vehicle & motor vehicle parts & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112                                   | Motor vehicle supplies & new parts whsle .....             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421120                                  | Motor vehicle supplies & new parts whsle .....             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4211202                                 | Motor vehicle supplies & new parts—jobbers .....           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214                                    | Professional & commercial equipment & supplies whsle ..... | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42149                                   | Other professional equipment & supplies whsle .....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421490                                  | Other professional equipment & supplies whsle .....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214902                                 | Other professional equipment & supplies whsle .....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215                                    | Metal & mineral (except petroleum) whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151                                   | Metal service centers & offices .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421510                                  | Metal service centers & offices .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215101                                 | Ferrous metal service centers & sales offices .....        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151011                                | Ferrous metal service centers .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                                    | Machinery, equipment, & supplies whsle .....               | —  | 4.0                    | —  | 4.0                    | —   | —                      | —   | —                      |
| 42183                                   | Industrial machinery & equipment whsle .....               | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 421830                                  | Industrial machinery & equipment whsle .....               | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42184                                   | Industrial supplies whsle .....                            | —  | 18.1                   | —  | 18.1                   | —   | —                      | —   | —                      |
| 421840                                  | Industrial supplies whsle .....                            | —  | 18.1                   | —  | 18.1                   | —   | —                      | —   | —                      |
| 4219                                    | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                     | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4224                                    | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249                                   | Other grocery & related products whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490                                  | Other grocery & related products whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                                    | Petroleum & petroleum products whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                                   | Petroleum bulk stations & terminals .....                  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                                  | Petroleum bulk stations & terminals .....                  | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4227101                                 | Petroleum bulk stations & terminals (except LP) .....      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4228                                    | Beer, wine, & distilled alcoholic beverage whsle ..        | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42281                                   | Beer & ale whsle .....                                     | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422810                                  | Beer & ale whsle .....                                     | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| <b>BALANCE OF GILES COUNTY, VA</b>      |  |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....                                      | D  | D                      | 11.2                                     | —                      | —   | —                      | D   | D                      |
| 422                                     | Wholesale trade, nondurable goods .....                    | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| <b>BALANCE OF GLOUCESTER COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....                                      | 13.2                                     | 11.0                   | 13.8                                     | 11.5                   | —   | —                      | —   | —                      |
| 422                                     | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                                    | Grocery & related products whsle .....                     | 16.2                                     | 14.6                   | D  | D                      | —   | —                      | —   | —                      |
| 42246                                   | Fish & seafood whsle .....                                 | 18.9                                     | 5.1                    | 18.9                                     | 5.1                    | —   | —                      | —   | —                      |
| 422460                                  | Fish & seafood whsle .....                                 | 18.9                                     | 5.1                    | 18.9                                     | 5.1                    | —   | —                      | —   | —                      |
| <b>BALANCE OF GOOCHLAND COUNTY, VA</b>  |  |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....                                      | 25.6                                     | .6                     | D  | D                      | —   | —                      | D   | D                      |
| 421                                     | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4218                                    | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                                    | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199                                   | Other miscellaneous durable goods whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990                                  | Other miscellaneous durable goods whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                     | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                                    | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>BALANCE OF GRAYSON COUNTY, VA</b>                                    |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....   | —  | 21.8                   | —  | 21.8                   | —   | —                      | —   | —                      |
|            | <b>BALANCE OF GREENE COUNTY, VA</b>                                     |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421        | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....         | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF GREENSVILLE COUNTY, VA</b>                                |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....   | 31.0                                     | 2.4                    | D  | D                      | D   | D                      | —   | —                      |
| 421        | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF HALIFAX COUNTY, VA</b>                                    |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....   | 25.1                                     | —                      | 25.1                                     | —                      | —   | —                      | —   | —                      |
| 421        | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF HANOVER COUNTY, VA</b>                                    |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....   | 1.6                                      | .4                     | 2.0                                      | .4                     | D   | D                      | D   | D                      |
| 421        | Wholesale trade, durable goods .....                                    | 4.3                                      | 1.5                    | D  | D                      | D   | D                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....              | 2.7                                      | 1.3                    | D  | D                      | —   | —                      | —   | —                      |
| 42111      | Automobile & other motor vehicle whsle .....                            | D  | D                      | 3.8                                      | —                      | —   | —                      | —   | —                      |
| 42112      | Motor vehicle supplies & new parts whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114      | Motor vehicle parts, (used) whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle .....                                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42121      | Furniture whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42131      | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42133      | Roofing, siding, & insulation material whsle .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whsle .....              | .3                                       | 1.5                    | D  | D                      | —   | —                      | —   | —                      |
| 42141      | Photographic equipment & supplies whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42146      | Ophthalmic goods whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4215       | Metal & mineral (except petroleum) whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151      | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216       | Electrical goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle .....                          | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42171      | Hardware whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....                            | 10.9                                     | —                      | D  | D                      | D   | D                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle .....  | 17.6                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code | Geographic area and kind of business                                  | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>BALANCE OF HANOVER COUNTY, VA—Con.</b>                             |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods .....                               | .9                                       | .1                     | D  | D                      | —   | —                      | D   | D                      |
| 4224       | Grocery & related products whse .....                                 | .8                                       | —                      | D  | D                      | —   | —                      | D   | D                      |
| 42241      | General-line grocery whse .....                                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42243      | Dairy products, (except dried or canned) whse .....                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42247      | Meat & meat product whse .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249      | Other grocery & related products whse .....                           | D  | D                      | —  | .8                     | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whse .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whse .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whse .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42272      | Petroleum & petroleum prod whse (exc bulk stations & terminals) ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF HENRICO COUNTY, VA</b>                                  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>.8</b>                                | <b>1.3</b>             | <b>1.7</b>                               | <b>2.3</b>             | <b>—</b>  | <b>.7</b>              | <b>—</b>  | <b>—</b>               |
| 421        | Wholesale trade, durable goods .....                                  | 1.4                                      | 1.8                    | 2.8                                      | 3.2                    | —   | .5                     | —   | .1                     |
| 4211       | Motor vehicle & motor vehicle parts & supplies whse .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111      | Automobile & other motor vehicle whse .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421110     | Automobile & other motor vehicle whse .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211103    | Light truck & van (14,000 lb or less) whse .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112      | Motor vehicle supplies & new parts whse .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421120     | Motor vehicle supplies & new parts whse .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211202    | Motor vehicle supplies & new parts—jobbers .....                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whse .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42121      | Furniture whse .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421210     | Furniture whse .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212102    | Office & business furniture whse .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42122      | Home furnishings whse .....   | 15.1                                     | 3.0                    | D  | D                      | —   | —                      | —   | —                      |
| 421220     | Home furnishings whse .....   | 15.1                                     | 3.0                    | D  | D                      | —   | —                      | —   | —                      |
| 4212203    | Floor coverings whse .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213       | Lumber & other construction materials whse .....                      | .2                                       | 2.3                    | D  | D                      | D   | D                      | D   | D                      |
| 42131      | Lumber, plywood, millwork, & wood panel whse .....                    | —  | 2.6                    | D  | D                      | D   | D                      | —   | —                      |
| 421310     | Lumber, plywood, millwork, & wood panel whse .....                    | —  | 2.6                    | D  | D                      | D   | D                      | —   | —                      |
| 4213101    | Lumber without yard whse .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213103    | Plywood, veneer, millwork, & wood panel whse .....                    | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42133      | Roofing, siding, & insulation material whse .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421330     | Roofing, siding, & insulation material whse .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213301    | Roofing, siding, & insulation material whse .....                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42139      | Other construction materials whse .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421390     | Other construction materials whse .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213901    | Flat glass & other construction glass whse .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4214       | Professional & commercial equipment & supplies whse .....             | 1.2                                      | 2.9                    | 3.2                                      | 7.7                    | —   | .3                     | .1  | —                      |
| 42141      | Photographic equipment & supplies whse .....                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421410     | Photographic equipment & supplies whse .....                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42142      | Office equipment whse .....   | 1.5                                      | 4.2                    | D  | D                      | D   | D                      | —   | —                      |
| 421420     | Office equipment whse .....   | 1.5                                      | 4.2                    | D  | D                      | D   | D                      | —   | —                      |
| 42143      | Computer & computer peripheral equipment & software whse .....        | 1.5                                      | .9                     | 5.6                                      | 2.1                    | D   | D                      | D   | D                      |
| 421430     | Computer & computer peripheral equipment & software whse .....        | 1.5                                      | .9                     | 5.6                                      | 2.1                    | D   | D                      | D   | D                      |
| 4214301    | Computer & peripheral equipment whse .....                            | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 42143011   | Computers & peripheral equipment for resale .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42143012   | Computers & peripheral equipment for end use .....                    | .9                                       | .2                     | D  | D                      | D   | D                      | —   | —                      |
| 4214302    | Computer software (packaged) whse .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42145      | Medical, dental, & hospital equipment & supplies whse .....           | .1                                       | 7.5                    | .1                                       | 11.5                   | —   | —                      | D   | D                      |
| 421450     | Medical, dental, & hospital equipment & supplies whse .....           | .1                                       | 7.5                    | .1                                       | 11.5                   | —   | —                      | D   | D                      |
| 4214501    | Surgical, medical, & hospital supplies whse .....                     | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4215       | Metal & mineral (except petroleum) whse .....                         | .3                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 42151      | Metal service centers & offices .....                                 | .3                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 421510     | Metal service centers & offices .....                                 | .3                                       | —                      | D  | D                      | D   | D                      | —   | —                      |
| 4215101    | Ferrous metal service centers & sales offices .....                   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42151011   | Ferrous metal service centers .....                                   | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42151012   | Ferrous metal sales offices .....                                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code | Geographic area and kind of business  | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>BALANCE OF HENRICO COUNTY, VA—Con.</b>                                   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 421        | Wholesale trade, durable goods—Con.   |  |                        |  |                        |   |                        |   |                        |
| 4216       | Electrical goods whsle . . . . .  | .1                                       | 1.0                    | D  | D                      | —   | 1.0                    | D   | D                      |
| 42161      | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | —  | —                      | D  | D                      | D   | D                      | D   | D                      |
| 421610     | Electrical apparatus & equip, wiring supp, & const material whsle . . . . . | —  | —                      | D  | D                      | D   | D                      | D   | D                      |
| 42162      | Electrical appliance, television & radio set whsle . . . . .                | .2                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421620     | Electrical appliance, television & radio set whsle . . . . .                | .2                                       | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42169      | Other electronic parts & equipment whsle . . . . .                          | —  | 3.3                    | D  | D                      | D   | D                      | —   | —                      |
| 421690     | Other electronic parts & equipment whsle . . . . .                          | —  | 3.3                    | D  | D                      | D   | D                      | —   | —                      |
| 4216901    | Communications equipment & supplies whsle . . . . .                         | —  | 3.9                    | D  | D                      | D   | D                      | —   | —                      |
| 4216902    | Electronic parts (excluding communications equipment) whsle . . . . .       | .2                                       | .7                     | —  | —                      | —   | —                      | —   | —                      |
| 4217       | Hardware, & plumbing & heating equipment & supplies whsle . . . . .         | —  | .4                     | D  | D                      | —   | —                      | D   | D                      |
| 42171      | Hardware whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421710     | Hardware whsle . . . . .  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42172      | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | .1                                       | —                      | D  | D                      | —   | —                      | D   | D                      |
| 421720     | Plumbing & heating equipment & supplies (hydronics) whsle . . . . .         | .1                                       | —                      | D  | D                      | —   | —                      | D   | D                      |
| 42173      | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421730     | Warm air heating & air-conditioning equipment & supplies whsle . . . . .    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle . . . . .                            | 4.3                                      | 3.3                    | 5.2                                      | 3.9                    | —   | —                      | —   | —                      |
| 42181      | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421810     | Construction & mining (except petroleum) machinery & equip whsle . . . . .  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183      | Industrial machinery & equipment whsle . . . . .                            | 4.0                                      | 1.2                    | 4.6                                      | 1.4                    | —   | —                      | D   | D                      |
| 421830     | Industrial machinery & equipment whsle . . . . .                            | 4.0                                      | 1.2                    | 4.6                                      | 1.4                    | —   | —                      | D   | D                      |
| 4218302    | Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218303    | General-purpose industrial machinery & equipment whsle . . . . .            | 1.4                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218305    | Materials handling equipment whsle . . . . .                                | 23.0                                     | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4218307    | Other industrial machinery & equipment whsle . . . . .                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42184      | Industrial supplies whsle . . . . .   | 1.9                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421840     | Industrial supplies whsle . . . . .   | 1.9                                      | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218401    | General-line industrial supplies whsle . . . . .                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218406    | Other industrial supplies whsle . . . . .                                   | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42185      | Service establishment equipment & supplies whsle . . . . .                  | 23.2                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 421850     | Service establishment equipment & supplies whsle . . . . .                  | 23.2                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4218503    | Laundry & dry-cleaning equipment & supplies whsle . . . . .                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle . . . . .                                 | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42191      | Sporting & recreational goods & supplies whsle . . . . .                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421910     | Sporting & recreational goods & supplies whsle . . . . .                    | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42194      | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421940     | Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421990     | Other miscellaneous durable goods whsle . . . . .                           | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4219904    | Prerecorded media whsle . . . . .   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199042   | Prerecorded video tapes whsle . . . . .                                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219905    | Fire extinguishers & fire safety equipment whsle . . . . .                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219906    | Other durable goods whsle . . . . .   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

| NAICS code | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>BALANCE OF HENRICO COUNTY, VA—Con.</b>                               |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade—Con.</b>   |  |                        |  |                        |   |                        |   |                        |
| 422        | Wholesale trade, nondurable goods .....                                 | .3                                       | .8                     | .6                                       | 1.4                    | —   | .9                     | —   | —                      |
| 4221       | Paper & paper product whsle .....                                       | .3                                       | 2.4                    | D  | D                      | —   | —                      | —   | —                      |
| 42211      | Printing & writing paper whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422110     | Printing & writing paper whsle .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42212      | Stationery & office supplies whsle .....                                | .8                                       | 5.8                    | D  | D                      | —   | —                      | —   | —                      |
| 422120     | Stationery & office supplies whsle .....                                | .8                                       | 5.8                    | D  | D                      | —   | —                      | —   | —                      |
| 42213      | Industrial & personal service paper whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422130     | Industrial & personal service paper whsle .....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222       | Drugs, & druggists' sundries whsle .....                                | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 42221      | Drugs, & druggists' sundries whsle .....                                | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 422210     | Drugs, & druggists' sundries whsle .....                                | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4222101    | General-line drugs whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4222102    | Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                                  | —  | .4                     | D  | D                      | —   | —                      | D   | D                      |
| 42241      | General-line grocery whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422410     | General-line grocery whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224103    | Other general-line grocery whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42242      | Packaged frozen food whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422420     | Packaged frozen food whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42249      | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422490     | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224902    | Bread & baked goods whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903    | Soft drinks whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225       | Farm-product raw material whsle .....                                   | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42259      | Other farm product raw material whsle .....                             | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422590     | Other farm product raw material whsle .....                             | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226       | Chemical & allied products whsle .....                                  | .6                                       | .3                     | D  | D                      | D   | D                      | —   | —                      |
| 42261      | Plastics materials & basic forms & shapes whsle .....                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422610     | Plastics materials & basic forms & shapes whsle .....                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422690     | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle .....                            | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4228       | Beer, wine, & distilled alcoholic beverage whsle ..                     | —  | .7                     | —  | .7                     | —   | —                      | —   | —                      |
| 42281      | Beer & ale whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422810     | Beer & ale whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42293      | Flower, nursery stock, & florists' supplies whsle .....                 | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422930     | Flower, nursery stock, & florists' supplies whsle .....                 | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 42299      | Other miscellaneous nondurable goods whsle ..                           | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 422990     | Other miscellaneous nondurable goods whsle .....                        | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4229902    | General merchandise (nondurable goods) whsle .....                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229904    | Other nondurable goods whsle .....                                      | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF HENRY COUNTY, VA</b>                                      |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>  | <b>Wholesale trade .....</b>  | <b>2.0</b>                               | <b>4.5</b>             | <b>2.9</b>                               | <b>6.6</b>             | —   | —                      | —   | —                      |
| 421        | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle .....              | 32.5                                     | 25.8                   | 32.5                                     | 25.8                   | —   | —                      | —   | —                      |
| 4212       | Furniture & home furnishings whsle .....                                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42121      | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421210     | Furniture whsle .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4212101    | Household & lawn furniture whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212102    | Office & business furniture whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4218       | Machinery, equipment, & supplies whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42199      | Other miscellaneous durable goods whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 421990     | Other miscellaneous durable goods whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4223       | Apparel, piece goods, & notions whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226       | Chemical & allied products whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269      | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422690     | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226902    | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

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|---|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|   |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BALANCE OF HIGHLAND COUNTY, VA</b>       |   |  |                        |  |                        |   |                        |   |                        |
| 42  | Wholesale trade .....                               | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422   | Wholesale trade, nondurable goods .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF ISLE OF WIGHT COUNTY, VA</b>  |   |  |                        |  |                        |   |                        |   |                        |
| 42  | Wholesale trade .....                               | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421   | Wholesale trade, durable goods .....                | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4213  | Lumber & other construction materials whsle .....   | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42131                                       | Lumber, plywood, millwork, & wood panel whsle ..... | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| <b>BALANCE OF JAMES CITY COUNTY, VA</b>     |   |  |                        |  |                        |   |                        |   |                        |
| 42  | Wholesale trade .....                               | 2.1                                      | 11.4                   | 1.5                                      | 13.9                   | D   | D                      | D   | D                      |
| 421   | Wholesale trade, durable goods .....                | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| <b>BALANCE OF KING AND QUEEN COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42  | Wholesale trade .....                               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF KING GEORGE COUNTY, VA</b>    |   |  |                        |  |                        |   |                        |   |                        |
| 42  | Wholesale trade .....                               | 5.1                                      | 13.8                   | D  | D                      | D   | D                      | —   | —                      |
| 421   | Wholesale trade, durable goods .....                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF KING WILLIAM COUNTY, VA</b>   |   |  |                        |  |                        |   |                        |   |                        |
| 42  | Wholesale trade .....                               | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| <b>BALANCE OF LANCASTER COUNTY, VA</b>      |   |  |                        |  |                        |   |                        |   |                        |
| 42  | Wholesale trade .....                               | 13.3                                     | 5.0                    | D  | D                      | D   | D                      | —   | —                      |
| 421   | Wholesale trade, durable goods .....                | 13.9                                     | 5.7                    | D  | D                      | —   | —                      | —   | —                      |
| 4218  | Machinery, equipment, & supplies whsle .....        | 10.5                                     | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422   | Wholesale trade, nondurable goods .....             | 13.0                                     | 4.7                    | 13.0                                     | 4.7                    | —   | —                      | —   | —                      |
| 4224  | Grocery & related products whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF LEE COUNTY, VA</b>            |   |  |                        |  |                        |   |                        |   |                        |
| 42  | Wholesale trade .....                               | 7.6                                      | .2                     | 10.6                                     | .3                     | D   | D                      | D   | D                      |
| 421   | Wholesale trade, durable goods .....                | 24.8                                     | .2                     | D  | D                      | —   | —                      | —   | —                      |
| 422   | Wholesale trade, nondurable goods .....             | —  | .2                     | D  | D                      | —   | —                      | D   | D                      |
| 4227  | Petroleum & petroleum products whsle .....          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                                       | Petroleum bulk stations & terminals .....           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                                      | Petroleum bulk stations & terminals .....           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

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|--|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|  |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BALANCE OF LOUDOUN COUNTY, VA</b>   |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                              | <b>Wholesale trade</b> .....  | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                                    | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4211                                   | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42112                                  | Motor vehicle supplies & new parts whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212                                   | Furniture & home furnishings whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42121                                  | Furniture whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42122                                  | Home furnishings whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                                   | Lumber & other construction materials whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                                   | Professional & commercial equipment & supplies whsle .....              | 6.1                                      | 31.5                   | 6.5                                      | 33.5                   | —   | —                      | —   | —                      |
| 42143                                  | Computer & computer peripheral equipment & software whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216                                   | Electrical goods whsle .....  | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42161                                  | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42162                                  | Electrical appliance, television & radio set whsle .....                | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42169                                  | Other electronic parts & equipment whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4217                                   | Hardware, & plumbing & heating equipment & supplies whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                                   | Machinery, equipment, & supplies whsle .....                            | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42181                                  | Construction & mining (except petroleum) machinery & equip whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42183                                  | Industrial machinery & equipment whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42186                                  | Transportation equipment & supplies (exc motor vehicle) whsle .....     | D  | D                      | 1.8                                      | —                      | —   | —                      | D   | D                      |
| 4219                                   | Miscellaneous durable goods whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42191                                  | Sporting & recreational goods & supplies whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                    | Wholesale trade, nondurable goods .....                                 | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4223                                   | Apparel, piece goods, & notions whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224                                   | Grocery & related products whsle .....                                  | —  | —                      | D  | D                      | —   | —                      | D   | D                      |
| 42249                                  | Other grocery & related products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4226                                   | Chemical & allied products whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42269                                  | Other chemical & allied products whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227                                   | Petroleum & petroleum products whsle .....                              | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42272                                  | Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4229                                   | Miscellaneous nondurable goods whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42299                                  | Other miscellaneous nondurable goods whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF LOUISA COUNTY, VA</b>    |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                              | <b>Wholesale trade</b> .....  | <b>.5</b>                                | <b>2.5</b>             | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421                                    | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                                   | Lumber & other construction materials whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                    | Wholesale trade, nondurable goods .....                                 | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226                                   | Chemical & allied products whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>BALANCE OF LUNENBURG COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                              | <b>Wholesale trade</b> .....  | <b>26.8</b>                              | <b>5.6</b>             | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421                                    | Wholesale trade, durable goods .....                                    | 20.7                                     | 29.9                   | 20.7                                     | 29.9                   | —   | —                      | —   | —                      |
| 422                                    | Wholesale trade, nondurable goods .....                                 | 28.3                                     | —                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF MADISON COUNTY, VA</b>   |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                              | <b>Wholesale trade</b> .....  | <b>2.4</b>                               | <b>31.6</b>            | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421                                    | Wholesale trade, durable goods .....                                    | 3.7                                      | 25.4                   | —  | —                      | —   | —                      | —   | —                      |
| <b>BALANCE OF MATHEWS COUNTY, VA</b>   |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                              | <b>Wholesale trade</b> .....  | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>—</b>  | <b>—</b>               |
| 421                                    | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                    | Wholesale trade, nondurable goods .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

Table 8. **Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

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| NAICS code | Geographic area and kind of business                       | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|------------|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|            |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
|            | <b>BALANCE OF MECKLENBURG COUNTY, VA</b>                   |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....                                      | 16.3                                     | 18.0                   | D  | D                      | D   | D                      | D   | D                      |
| 421        | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219       | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229       | Miscellaneous nondurable goods whsle .....                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF MIDDLESEX COUNTY, VA</b>                     |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....                                      | 11.2                                     | .5                     | D  | D                      | —   | —                      | D   | D                      |
| 421        | Wholesale trade, durable goods .....                       | 2.9                                      | 2.0                    | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                    | 13.6                                     | —                      | 13.6                                     | —                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF MONTGOMERY COUNTY, VA</b>                    |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....                                      | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421        | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4211       | Motor vehicle & motor vehicle parts & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42111      | Automobile & other motor vehicle whsle .....               | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42114      | Motor vehicle parts, (used) whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF NELSON COUNTY, VA</b>                        |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....                                      | 40.8                                     | —                      | D  | D                      | —   | —                      | D   | D                      |
|            | <b>BALANCE OF NEW KENT COUNTY, VA</b>                      |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....                                      | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421        | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF NORTHAMPTON COUNTY, VA</b>                   |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....                                      | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42248      | Fresh fruit & vegetable whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422480     | Fresh fruit & vegetable whsle .....                        | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF NORTHUMBERLAND COUNTY, VA</b>                |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....                                      | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 422        | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224       | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
|            | <b>BALANCE OF NOTTOWAY COUNTY, VA</b>                      |  |                        |  |                        |   |                        |   |                        |
| 42         | Wholesale trade .....                                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421        | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218       | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182      | Farm & garden machinery & equipment whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422        | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4227       | Petroleum & petroleum products whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271      | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.



Table 8. **Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

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|--|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|  |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BALANCE OF ORANGE COUNTY, VA</b>        |  |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....                                      | 1.0                                      | —                      | D  | D                      | D   | D                      | D   | D                      |
| 421  | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                                       | Lumber & other construction materials whsle .....          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                                       | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182                                      | Farm & garden machinery & equipment whsle .....            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422  | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF PAGE COUNTY, VA</b>          |  |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....                                      | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF PATRICK COUNTY, VA</b>       |  |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....                                      | 2.3                                      | —                      | 2.3                                      | —                      | —   | —                      | —   | —                      |
| 421  | Wholesale trade, durable goods .....                       | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 4213                                       | Lumber & other construction materials whsle .....          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                                       | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199                                      | Other miscellaneous durable goods whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990                                     | Other miscellaneous durable goods whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422  | Wholesale trade, nondurable goods .....                    | 7.3                                      | —                      | 7.3                                      | —                      | —   | —                      | —   | —                      |
| <b>BALANCE OF PITTSYLVANIA COUNTY, VA</b>  |  |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....                                      | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421  | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                                       | Motor vehicle & motor vehicle parts & supplies whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                                       | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182                                      | Farm & garden machinery & equipment whsle .....            | 35.7                                     | 27.0                   | 35.7                                     | 27.0                   | —   | —                      | —   | —                      |
| 421820                                     | Farm & garden machinery & equipment whsle .....            | 35.7                                     | 27.0                   | 35.7                                     | 27.0                   | —   | —                      | —   | —                      |
| 4218201                                    | Farm machinery & equipment—farm dealers .....              | 35.7                                     | 27.0                   | 35.7                                     | 27.0                   | —   | —                      | —   | —                      |
| 4219                                       | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42199                                      | Other miscellaneous durable goods whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421990                                     | Other miscellaneous durable goods whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422  | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4225                                       | Farm-product raw material whsle .....                      | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42259                                      | Other farm product raw material whsle .....                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422590                                     | Other farm product raw material whsle .....                | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4227                                       | Petroleum & petroleum products whsle .....                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42271                                      | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422710                                     | Petroleum bulk stations & terminals .....                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>BALANCE OF POWHATAN COUNTY, VA</b>      |  |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....                                      | D  | D                      | 14.2                                     | —                      | —   | —                      | D   | D                      |
| 421  | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4218                                       | Machinery, equipment, & supplies whsle .....               | —  | —                      | —  | —                      | —   | —                      | —   | —                      |
| 422  | Wholesale trade, nondurable goods .....                    | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4226                                       | Chemical & allied products whsle .....                     | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 42261                                      | Plastics materials & basic forms & shapes whsle .....      | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 422610                                     | Plastics materials & basic forms & shapes whsle .....      | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| <b>BALANCE OF PRINCE EDWARD COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....                                      | .9                                       | —                      | D  | D                      | —   | —                      | D   | D                      |
| 421  | Wholesale trade, durable goods .....                       | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>BALANCE OF PRINCE GEORGE COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| 42   | Wholesale trade .....                                      | .8                                       | 16.5                   | .8                                       | 16.5                   | —   | —                      | —   | —                      |
| 421  | Wholesale trade, durable goods .....                       | .7                                       | 45.4                   | .7                                       | 45.4                   | —   | —                      | —   | —                      |
| 4218                                       | Machinery, equipment, & supplies whsle .....               | —  | 59.6                   | —  | 59.6                   | —   | —                      | —   | —                      |
| 422  | Wholesale trade, nondurable goods .....                    | .8                                       | —                      | .8                                       | —                      | —   | —                      | —   | —                      |
| 4224                                       | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42245                                      | Confectionery whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422450                                     | Confectionery whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

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|---|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|   |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BALANCE OF PRINCE WILLIAM COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                   | <b>Wholesale trade .....</b>  | <b>3.2</b>                               | <b>7.0</b>             | <b>5.7</b>                               | <b>9.1</b>             | —   | <b>4.7</b>             | —   | —                      |
| 421   | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4211  | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                                       | Automobile & other motor vehicle whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114                                       | Motor vehicle parts, (used) whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4212  | Furniture & home furnishings whsle .....                                | 3.4                                      | —                      | —  | —                      | —   | —                      | D   | D                      |
| 42122                                       | Home furnishings whsle .....  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4213  | Lumber & other construction materials whsle ....                        | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42131                                       | Lumber, plywood, millwork, & wood panel whsle .....                     | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42132                                       | Brick, stone, & related construction materials whsle .....              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4214  | Professional & commercial equipment & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42143                                       | Computer & computer peripheral equipment & software whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215  | Metal & mineral (except petroleum) whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216  | Electrical goods whsle .....  | 2.3                                      | 45.4                   | 2.9                                      | 57.1                   | —   | —                      | —   | —                      |
| 42161                                       | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42169                                       | Other electronic parts & equipment whsle .....                          | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle .....         | —  | 52.6                   | —  | 52.6                   | —   | —                      | —   | —                      |
| 4218  | Machinery, equipment, & supplies whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42185                                       | Service establishment equipment & supplies whsle .....                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422   | Wholesale trade, nondurable goods .....                                 | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4223  | Apparel, piece goods, & notions whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42232                                       | Men's & boys' clothing & furnishings whsle ....                         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4224  | Grocery & related products whsle .....                                  | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42242                                       | Packaged frozen food whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249                                       | Other grocery & related products whsle .....                            | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4227  | Petroleum & petroleum products whsle .....                              | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 42271                                       | Petroleum bulk stations & terminals .....                               | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4229  | Miscellaneous nondurable goods whsle .....                              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| <b>BALANCE OF PULASKI COUNTY, VA</b>        |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                   | <b>Wholesale trade .....</b>  | <b>2.1</b>                               | <b>1.7</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421   | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4217  | Hardware, & plumbing & heating equipment & supplies whsle .....         | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42171                                       | Hardware whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422   | Wholesale trade, nondurable goods .....                                 | D  | D                      | —  | —                      | D   | D                      | D   | D                      |
| 4224  | Grocery & related products whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42249                                       | Other grocery & related products whsle .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>BALANCE OF RAPPAHANNOCK COUNTY, VA</b>   |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                   | <b>Wholesale trade .....</b>  | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 422   | Wholesale trade, nondurable goods .....                                 | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4224  | Grocery & related products whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| <b>BALANCE OF RICHMOND COUNTY, VA</b>       |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                   | <b>Wholesale trade .....</b>  | <b>1.7</b>                               | <b>9.3</b>             | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 422   | Wholesale trade, nondurable goods .....                                 | —  | 2.8                    | D  | D                      | —   | —                      | —   | —                      |

See footnotes at end of table.

Table 8. **Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                              | Geographic area and kind of business                                    | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|---|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|   |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BALANCE OF ROANOKE COUNTY, VA</b>    |   |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....   | 1.4                                      | 3.0                    | D  | D                      | —   | —                      | D   | D                      |
| 421                                     | Wholesale trade, durable goods .....                                    | 2.6                                      | 6.9                    | D  | D                      | D   | D                      | D   | D                      |
| 4211                                    | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42111                                   | Automobile & other motor vehicle whsle .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4213                                    | Lumber & other construction materials whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4214                                    | Professional & commercial equipment & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42144                                   | Other commercial equipment whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4216                                    | Electrical goods whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42161                                   | Electrical apparatus & equip, wiring supp, & const material whsle ..... | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                                    | Machinery, equipment, & supplies whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42181                                   | Construction & mining (except petroleum) machinery & equip whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42184                                   | Industrial supplies whsle .....   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4219                                    | Miscellaneous durable goods whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                     | Wholesale trade, nondurable goods .....                                 | .6                                       | .2                     | D  | D                      | D   | D                      | D   | D                      |
| 4224                                    | Grocery & related products whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | D   | D                      |
| 4227                                    | Petroleum & petroleum products whsle .....                              | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 42271                                   | Petroleum bulk stations & terminals .....                               | D  | D                      | —  | —                      | D   | D                      | —   | —                      |
| 4228                                    | Beer, wine, & distilled alcoholic beverage whsle ..                     | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42281                                   | Beer & ale whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>BALANCE OF ROCKBRIDGE COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....   | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 421                                     | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                                    | Lumber & other construction materials whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF ROCKINGHAM COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....   | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421                                     | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 4211                                    | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 42111                                   | Automobile & other motor vehicle whsle .....                            | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4213                                    | Lumber & other construction materials whsle .....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4215                                    | Metal & mineral (except petroleum) whsle .....                          | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42151                                   | Metal service centers & offices .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                                    | Machinery, equipment, & supplies whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42182                                   | Farm & garden machinery & equipment whsle ..                            | —  | —                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                                    | Miscellaneous durable goods whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422                                     | Wholesale trade, nondurable goods .....                                 | D  | D                      | D  | D                      | —   | —                      | D   | D                      |
| 4224                                    | Grocery & related products whsle .....                                  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42241                                   | General-line grocery whsle .....  | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4225                                    | Farm-product raw material whsle .....                                   | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| <b>BALANCE OF RUSSELL COUNTY, VA</b>    |   |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421                                     | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                                    | Machinery, equipment, & supplies whsle .....                            | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                     | Wholesale trade, nondurable goods .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4229                                    | Miscellaneous nondurable goods whsle .....                              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF SCOTT COUNTY, VA</b>      |   |  |                        |  |                        |   |                        |   |                        |
| 42                                      | Wholesale trade .....   | D  | D                      | D  | D                      | D   | D                      | D   | D                      |
| 421                                     | Wholesale trade, durable goods .....                                    | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                                    | Motor vehicle & motor vehicle parts & supplies whsle .....              | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                     | Wholesale trade, nondurable goods .....                                 | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4226                                    | Chemical & allied products whsle .....                                  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42269                                   | Other chemical & allied products whsle .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422690                                  | Other chemical & allied products whsle .....                            | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                                | Geographic area and kind of business                            | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|---|---|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|   |   | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BALANCE OF SHENANDOAH COUNTY, VA</b>   |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                 | <b>Wholesale trade .....</b>                                    | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>-</b>  | <b>-</b>               | <b>D</b>  | <b>D</b>               |
| 421                                       | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                                       | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4224                                      | Grocery & related products whsle .....                          | -  | -                      | -  | -                      | -   | -                      | -   | -                      |
| 4229                                      | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| <b>BALANCE OF SMYTH COUNTY, VA</b>        |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                 | <b>Wholesale trade .....</b>                                    | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                                       | Wholesale trade, durable goods .....                            | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4213                                      | Lumber & other construction materials whsle ....                | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4217                                      | Hardware, & plumbing & heating equipment & supplies whsle ..... | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42171                                     | Hardware whsle .....  | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4219                                      | Miscellaneous durable goods whsle .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42199                                     | Other miscellaneous durable goods whsle .....                   | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                                       | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4224                                      | Grocery & related products whsle .....                          | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 42249                                     | Other grocery & related products whsle .....                    | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| <b>BALANCE OF SOUTHAMPTON COUNTY, VA</b>  |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                 | <b>Wholesale trade .....</b>                                    | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>-</b>  | <b>-</b>               |
| 421                                       | Wholesale trade, durable goods .....                            | 10.5                                     | -                      | 10.5                                     | -                      | -   | -                      | -   | -                      |
| 422                                       | Wholesale trade, nondurable goods .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4225                                      | Farm-product raw material whsle .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42259                                     | Other farm product raw material whsle .....                     | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422590                                    | Other farm product raw material whsle .....                     | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4229                                      | Miscellaneous nondurable goods whsle .....                      | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42291                                     | Farm supplies whsle .....                                       | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422910                                    | Farm supplies whsle .....                                       | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4229101                                   | Farm supplies—farm dealers .....                                | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| <b>BALANCE OF SPOTSYLVANIA COUNTY, VA</b> |   |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                 | <b>Wholesale trade .....</b>                                    | <b>3.4</b>                               | <b>.3</b>              | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                                       | Wholesale trade, durable goods .....                            | 3.2                                      | .3                     | D  | D                      | -   | -                      | D   | D                      |
| 4211                                      | Motor vehicle & motor vehicle parts & supplies whsle .....      | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 42111                                     | Automobile & other motor vehicle whsle .....                    | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 421110                                    | Automobile & other motor vehicle whsle .....                    | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 4211101                                   | Automobile & motorcycle whsle .....                             | D  | D                      | -  | -                      | -   | -                      | D   | D                      |
| 42114                                     | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421140                                    | Motor vehicle parts, (used) whsle .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4213                                      | Lumber & other construction materials whsle ....                | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 42131                                     | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 421310                                    | Lumber, plywood, millwork, & wood panel whsle .....             | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 4213102                                   | Lumber with yard whsle .....                                    | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4213103                                   | Plywood, veneer, millwork, & wood panel whsle .....             | D  | D                      | -  | -                      | -   | -                      | D   | D                      |
| 4218                                      | Machinery, equipment, & supplies whsle .....                    | D  | D                      | 31.1                                     | .4                     | -   | -                      | -   | -                      |
| 42183                                     | Industrial machinery & equipment whsle .....                    | -  | -                      | D  | D                      | -   | -                      | -   | -                      |
| 421830                                    | Industrial machinery & equipment whsle .....                    | -  | -                      | D  | D                      | -   | -                      | -   | -                      |
| 42185                                     | Service establishment equipment & supplies whsle .....          | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421850                                    | Service establishment equipment & supplies whsle .....          | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 422                                       | Wholesale trade, nondurable goods .....                         | 9.9                                      | .9                     | D  | D                      | -   | -                      | D   | D                      |
| 4224                                      | Grocery & related products whsle .....                          | D  | D                      | -  | -                      | -   | -                      | -   | -                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                              | Geographic area and kind of business                       | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|---|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|   |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BALANCE OF STAFFORD COUNTY, VA</b>   |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                               | <b>Wholesale trade .....</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                                     | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4211                                    | Motor vehicle & motor vehicle parts & supplies whsle ..... | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42111                                   | Automobile & other motor vehicle whsle .....               | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 421110                                  | Automobile & other motor vehicle whsle .....               | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 42114                                   | Motor vehicle parts, (used) whsle .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 421140                                  | Motor vehicle parts, (used) whsle .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4218                                    | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4219                                    | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                                     | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4224                                    | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42241                                   | General-line grocery whsle .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422410                                  | General-line grocery whsle .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4224103                                 | Other general-line grocery whsle .....                     | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4228                                    | Beer, wine, & distilled alcoholic beverage whsle ..        | -  | 16.3                   | -  | -                      | -   | -                      | -   | -                      |
| 42281                                   | Beer & ale whsle .....                                     | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 422810                                  | Beer & ale whsle .....                                     | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| <b>BALANCE OF SURRY COUNTY, VA</b>      |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                               | <b>Wholesale trade .....</b>                               | <b>-</b>                                 | <b>31.1</b>            | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>-</b>  | <b>-</b>               |
| 422                                     | Wholesale trade, nondurable goods .....                    | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| <b>BALANCE OF SUSSEX COUNTY, VA</b>     |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                               | <b>Wholesale trade .....</b>                               | <b>.8</b>                                | <b>1.9</b>             | <b>.8</b>                                | <b>1.9</b>             | <b>-</b>  | <b>-</b>               | <b>-</b>  | <b>-</b>               |
| 421                                     | Wholesale trade, durable goods .....                       | 4.1                                      | 1.6                    | 4.1                                      | 1.6                    | -   | -                      | -   | -                      |
| 422                                     | Wholesale trade, nondurable goods .....                    | -  | 2.0                    | -  | 2.0                    | -   | -                      | -   | -                      |
| 4229                                    | Miscellaneous nondurable goods whsle .....                 | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42299                                   | Other miscellaneous nondurable goods whsle ..              | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422990                                  | Other miscellaneous nondurable goods whsle ..              | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4229904                                 | Other nondurable goods whsle .....                         | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| <b>BALANCE OF TAZEWELL COUNTY, VA</b>   |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                               | <b>Wholesale trade .....</b>                               | <b>1.4</b>                               | <b>.4</b>              | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                                     | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4215                                    | Metal & mineral (except petroleum) whsle .....             | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42151                                   | Metal service centers & offices .....                      | .2                                       | -                      | .2                                       | -                      | -   | -                      | -   | -                      |
| 4218                                    | Machinery, equipment, & supplies whsle .....               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                                     | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4224                                    | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42249                                   | Other grocery & related products whsle .....               | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4227                                    | Petroleum & petroleum products whsle .....                 | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42271                                   | Petroleum bulk stations & terminals .....                  | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| <b>BALANCE OF WARREN COUNTY, VA</b>     |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                               | <b>Wholesale trade .....</b>                               | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| <b>BALANCE OF WASHINGTON COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                               | <b>Wholesale trade .....</b>                               | <b>.4</b>                                | <b>.3</b>              | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                                     | Wholesale trade, durable goods .....                       | D  | D                      | D  | D                      | -   | -                      | D   | D                      |
| 4211                                    | Motor vehicle & motor vehicle parts & supplies whsle ..    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4215                                    | Metal & mineral (except petroleum) whsle .....             | D  | D                      | -  | -                      | -   | -                      | D   | D                      |
| 42152                                   | Coal & other mineral & ore whsle .....                     | D  | D                      | -  | -                      | -   | -                      | D   | D                      |
| 4218                                    | Machinery, equipment, & supplies whsle .....               | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4219                                    | Miscellaneous durable goods whsle .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42199                                   | Other miscellaneous durable goods whsle .....              | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 422                                     | Wholesale trade, nondurable goods .....                    | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4221                                    | Paper & paper product whsle .....                          | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 4224                                    | Grocery & related products whsle .....                     | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42241                                   | General-line grocery whsle .....                           | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42249                                   | Other grocery & related products whsle .....               | D  | D                      | -  | -                      | -   | -                      | -   | -                      |
| 4227                                    | Petroleum & petroleum products whsle .....                 | D  | D                      | D  | D                      | -   | -                      | -   | -                      |
| 42271                                   | Petroleum bulk stations & terminals .....                  | D  | D                      | -  | -                      | -   | -                      | -   | -                      |

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

| NAICS code                                | Geographic area and kind of business                                   | All types of operation percent of sales— |                        | Merchant wholesalers percent of sales—   |                        | Manufacturers' sales branches and offices percent of sales— |                        | Agents, brokers, and commission merchants percent of sales— |                        |
|---|--|--|------------------------|--|------------------------|---|------------------------|---|------------------------|
|   |  | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup> | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> | From administrative records <sup>1</sup>                    | Estimated <sup>2</sup> |
| <b>BALANCE OF WESTMORELAND COUNTY, VA</b> |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                 | <b>Wholesale trade .....</b>   | <b>1.7</b>                               | <b>—</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                                       | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4211                                      | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4218                                      | Machinery, equipment, & supplies whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422                                       | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF WISE COUNTY, VA</b>         |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                 | <b>Wholesale trade .....</b>   | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>—</b>  | <b>—</b>               |
| 421                                       | Wholesale trade, durable goods .....                                   | D  | D                      | 4.3                                      | 6.6                    | —   | —                      | —   | —                      |
| 4218                                      | Machinery, equipment, & supplies whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42181                                     | Construction & mining (except petroleum) machinery & equip whsle ..... | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                                      | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                       | Wholesale trade, nondurable goods .....                                | D  | D                      | D  | D                      | D   | D                      | —   | —                      |
| 4226                                      | Chemical & allied products whsle .....                                 | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 42269                                     | Other chemical & allied products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4229                                      | Miscellaneous nondurable goods whsle .....                             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF WYTHE COUNTY, VA</b>        |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                 | <b>Wholesale trade .....</b>   | <b>D</b>                                 | <b>D</b>               | <b>D</b>                                 | <b>D</b>               | <b>—</b>  | <b>—</b>               | <b>D</b>  | <b>D</b>               |
| 421                                       | Wholesale trade, durable goods .....                                   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4213                                      | Lumber & other construction materials whsle ....                       | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| <b>BALANCE OF YORK COUNTY, VA</b>         |  |  |                        |  |                        |   |                        |   |                        |
| <b>42</b>                                 | <b>Wholesale trade .....</b>   | <b>4.8</b>                               | <b>26.4</b>            | <b>D</b>                                 | <b>D</b>               | <b>D</b>  | <b>D</b>               | <b>D</b>  | <b>D</b>               |
| 421                                       | Wholesale trade, durable goods .....                                   | 17.4                                     | 24.8                   | 19.7                                     | 28.2                   | —   | —                      | —   | —                      |
| 4211                                      | Motor vehicle & motor vehicle parts & supplies whsle .....             | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42114                                     | Motor vehicle parts, (used) whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 421140                                    | Motor vehicle parts, (used) whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4218                                      | Machinery, equipment, & supplies whsle .....                           | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 4219                                      | Miscellaneous durable goods whsle .....                                | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422                                       | Wholesale trade, nondurable goods .....                                | .1                                       | 27.0                   | D  | D                      | D   | D                      | —   | —                      |
| 4224                                      | Grocery & related products whsle .....                                 | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42246                                     | Fish & seafood whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 422460                                    | Fish & seafood whsle .....   | D  | D                      | D  | D                      | —   | —                      | —   | —                      |
| 42249                                     | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 422490                                    | Other grocery & related products whsle .....                           | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4224903                                   | Soft drinks whsle .....  | D  | D                      | —  | —                      | —   | —                      | —   | —                      |
| 4227                                      | Petroleum & petroleum products whsle .....                             | D  | D                      | —  | —                      | —   | —                      | —   | —                      |

<sup>1</sup>Includes sales information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

# Appendix A.

## Explanation of Terms

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### **ANNUAL PAYROLL (\$1,000)**

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

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

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

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

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

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

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

### **NUMBER OF EMPLOYEES**

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

### **WHOLESALE TRADE**

### **NUMBER OF ESTABLISHMENTS**

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

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

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

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

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

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

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

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

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

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

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

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in

allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

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

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



# Appendix B.

## NAICS Codes, Titles, and Descriptions

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### 42 WHOLESALE TRADE

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

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

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

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

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

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

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

### 421 Wholesale trade, durable goods

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

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

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

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

### 42111 Automobile and Other Motor Vehicle Wholesalers

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

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### **421110 Automobile and Other Motor Vehicle Wholesalers**

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

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

5012 Automobiles and other motor vehicles

### **4211101 Automobile and Motorcycle Wholesalers**

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

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

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

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

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

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

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

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

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

### **42112 Motor Vehicle Supplies and New Parts Wholesalers**

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

### **421120 Motor Vehicle Supplies and New Parts Wholesalers**

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

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

5013 (pt) Motor vehicle supplies and new parts

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

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

### **4211202 Motor Vehicle Supplies and New Parts-Jobbers**

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

### **4211203 Petroleum Products Marketing Equipment Wholesalers**

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

### **42113 Tire and Tube Wholesalers**

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

### **421130 Tire and Tube Wholesalers**

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

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

5014 (pt) Tires and tubes

### **42114 Motor Vehicle Parts (Used) Wholesalers**

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

### **421140 Motor Vehicle Parts (Used) Wholesalers**

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

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

5015 Motor vehicle parts, used

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## **4212 Furniture and Home Furnishing Wholesalers**

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

### **42121 Furniture Wholesalers**

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

#### **421210 Furniture Wholesalers**

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

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

5021 (pt) Furniture

#### **4212101 Household and Lawn Furniture Wholesalers**

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

#### **4212102 Office and Business Furniture Wholesalers**

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

#### **42122 Home Furnishings Wholesalers**

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

#### **421220 Home Furnishing Wholesalers**

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

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

5023 (pt) Home furnishings

#### **4212201 Household China, Glassware, and Crockery Wholesalers**

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

## **4212202 Linen, Domestic, Drapery, and Curtain Wholesalers**

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

### **4212203 Floor Coverings Wholesalers**

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

### **4212204 Other Home Furnishings Wholesalers**

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

## **4213 Lumber and Other Construction Materials Wholesalers**

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

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

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

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

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

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

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

#### **4213101 Lumber Wholesalers (Without Yard)**

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

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### **4213102 Lumber Wholesalers (With Yard)**

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

### **42131021 Lumber Wholesalers (With Yard)**

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

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

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

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

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

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

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

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

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

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

5032 (pt) Brick, stone and related construction materials

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

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

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

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

### **4213202 Sand, Gravel, and Stone Wholesalers**

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

### **42132021 Sand, Gravel, and Stone Wholesalers**

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

### **4213203 Cement, Lime, and Related Products Wholesalers**

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

### **42132031 Cement, Lime, and Related Products Wholesalers**

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

### **42133 Roofing, Siding, and Insulation Material Wholesalers**

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

### **421330 Roofing, Siding, and Insulation Material Wholesalers**

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

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

5033 (pt) Roofing, siding, and insulation materials

### **4213301 Roofing, Siding, and Insulation Materials Wholesalers**

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

### **42133011 Roofing, Siding, and Insulation Materials Wholesalers**

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

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### **42139 Other Construction Material Wholesalers**

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

### **421390 Other Construction Material Wholesalers**

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

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

5039 (pt) Other construction materials

### **4213901 Flat Glass and Other Construction Glass Wholesalers**

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

### **42139011 Flat Glass and Other Construction Glass Wholesalers**

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

### **4213902 Other Construction Materials Wholesalers**

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

### **42139021 Other Construction Materials Wholesalers**

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

### **4214 Professional and Commercial Equipment and Supplies Wholesalers**

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

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

### **42141 Photographic Equipment and Supplies Wholesalers**

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

### **421410 Photographic Equipment and Supplies Wholesalers**

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

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

5043 Photographic equipment and supplies

### **42142 Office Equipment Wholesalers**

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

### **421420 Office Equipment Wholesalers**

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

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

5044 Office equipment

### **42143 Computer and Computer Peripheral Equipment and Software Wholesalers**

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

### **421430 Computer and Computer Peripheral Equipment and Software Wholesalers**

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

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

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5045 (pt) Computers and computer peripheral equipment and software

#### **4214301 Computers and Peripheral Equipment Wholesalers**

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

#### **42143011 Computers and Peripheral Equipment, Sold for Resale**

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

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

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

#### **4214302 Computer Software (Packaged) Wholesalers**

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

#### **42144 Other Commercial Equipment Wholesalers**

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

#### **421440 Other Commercial Equipment Wholesalers**

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

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

5046 Other commercial equipment

#### **4214401 Restaurant and Hotel Equipment and Supplies Wholesalers**

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

#### **4214402 Store Machines and Equipment Wholesalers**

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

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

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

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

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

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

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

#### **4214501 Surgical, Medical, and Hospital Supplies Wholesalers**

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

#### **4214502 Dental Equipment and Supplies Wholesalers**

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

#### **42146 Ophthalmic Goods Wholesalers**

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

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#### **421460 Ophthalmic Goods Wholesalers**

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

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

5048 Ophthalmic goods

#### **42149 Other Professional Equipment and Supplies Wholesalers**

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

#### **421490 Other Professional Equipment and Supplies Wholesalers**

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

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

5049 (pt) Other professional equipment and supplies

#### **4214901 Religious and School Supplies Wholesalers**

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

#### **4214902 Other Professional Equipment and Supplies Wholesalers**

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

#### **4215 Metal and Mineral (Except Petroleum) Wholesalers**

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

#### **42151 Metal Service Centers and Offices**

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

#### **421510 Metal Service Centers and Offices**

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

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

5051 Metals service centers and offices

#### **4215101 Ferrous Metals Service Centers and Sales Offices**

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

#### **42151011 Ferrous Metals Service Centers**

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

#### **42151012 Ferrous Metals Sales Offices**

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

#### **4215102 Nonferrous Metals Service Centers and Sales Offices**

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

#### **42151021 Nonferrous Metals Service Centers**

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

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### **42151022 Nonferrous Metals Sales Offices**

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

### **42152 Coal and Other Mineral and Ore Wholesalers**

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

### **421520 Coal and Other Mineral and Ore Wholesalers**

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

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

5052 Coal and other minerals and ores

### **4215201 Coal Wholesalers**

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

### **4215202 Other Minerals and Ores Wholesalers**

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

### **4216 Electrical Goods Wholesalers**

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

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

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

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

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

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

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

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

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

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

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

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

5064 Electrical appliances, television, and radio sets

### **42169 Other Electronic Parts and Equipment Wholesalers**

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

### **421690 Other Electronic Parts and Equipment Wholesalers**

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

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

5065 Other electronic parts and equipment

### **4216901 Communications Equipment and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of communications equipment.

### **4216902 Electronic Parts (Excluding Communications Equipment) Wholesalers**

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



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

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

#### **42171 Hardware Wholesalers**

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

#### **421710 Hardware Wholesalers**

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

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

5072 Hardware

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

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

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

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

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

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

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

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

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

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

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

5075 Warm air heating and air-conditioning equipment and supplies

### **42174 Refrigeration Equipment and Supplies Wholesalers**

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

#### **421740 Refrigeration Equipment and Supplies Wholesalers**

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

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

5078 Refrigeration equipment and supplies

### **4218 Machinery, Equipment, and Supplies Wholesalers**

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

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

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

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

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

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

5082 Construction and mining (except petroleum) machinery and equipment

#### **42182 Farm and Garden Machinery and Equipment Wholesalers**

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

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### **421820 Farm and Garden Machinery and Equipment Wholesalers**

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

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

5083 (pt) Farm and garden machinery and equipment

### **4218201 Farm Machinery and Equipment—Farm Dealers**

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

### **4218202 Farm Machinery and Equipment—Wholesale Distributors**

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

### **4218203 Lawn and Garden Machinery and Equipment Wholesalers**

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

### **42183 Industrial Machinery and Equipment wholesalers**

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

### **421830 Industrial Machinery and Equipment Wholesalers**

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

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

5084 Industrial machinery and equipment  
5085 (pt) Industrial supplies

### **4218301 Food Processing Machinery and Equipment Wholesalers**

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

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

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

### **42183021 Hydraulic and Pneumatic Pumps and Motors Wholesalers**

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

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

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

### **4218303 Other General Purpose Industrial Machinery and Equipment Wholesalers**

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

### **4218304 Metalworking Machinery and Equipment Wholesalers**

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

### **4218305 Materials Handling Equipment Wholesalers**

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

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

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

### **4218307 Other Industrial Machinery and Equipment Wholesalers**

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

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## **42184 Industrial Supplies Wholesalers**

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

### **421840 Industrial Supplies Wholesalers**

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

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

5085 (pt) Industrial supplies

#### **4218401 General Line Industrial Supplies Wholesaler**

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

#### **4218402 Mechanical Power Transmission Supplies Wholesalers**

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

#### **4218403 Welding Supplies Wholesalers**

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

#### **4218404 Industrial Containers and Supplies Wholesalers**

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

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

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

#### **4218406 Other Industrial Supplies Wholesalers**

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

## **42185 Service Establishment Equipment and Supplies Wholesalers**

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

### **421850 Service Establishment Equipment and Supplies Wholesalers**

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

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

5087 (pt) Service establishment equipment and supplies

#### **4218501 Beauty and Barber Shop Equipment and Supplies Wholesalers**

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

#### **4218502 Custodial and Janitors' Equipment and Supplies Wholesalers**

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

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

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

#### **4218504 Other Service Establishment Equipment and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of municipality equipment and supplies (water systems, fire department supplies, and parking equipment), shoe service equipment and supplies, tailors'

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and furriers' supplies, upholsterers' supplies, undertakers' supplies, and other service establishment equipment and supplies not included elsewhere.

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

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

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

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

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

5088 Transportation equipment and supplies, except motor vehicles

#### **4218601 Aircraft and Aeronautical Equipment and Supplies Wholesalers**

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

#### **4218602 Marine Machinery, Equipment, and Supplies Wholesalers**

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

#### **4218603 Other Transportation Equipment and Supplies Wholesalers**

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

#### **4219 Miscellaneous Durable Goods Wholesalers**

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

#### **42191 Sporting and Recreational Goods and Supplies wholesalers**

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

#### **421910 Sporting and Recreational Goods and Supplies Wholesalers**

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

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

5091 Sporting and recreational goods and supplies

#### **42192 Toy and Hobby Goods and Supplies Wholesalers**

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

#### **421920 Toy and Hobby Goods and Supplies Wholesalers**

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

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

5092 Toys and hobby goods and supplies

#### **42193 Recyclable Material Wholesalers**

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

#### **421930 Recyclable Material Wholesalers**

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

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

5093 Recyclable materials

#### **4219301 Iron and Steel Scrap Processors and Dealers**

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

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

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

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

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

**4219302 Recyclable Paper and Paperboard Wholesalers**

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

**4219303 Other Recyclable Materials Wholesalers**

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

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

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

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

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

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

5094 Jewelry, watches, precious stones, and precious metals

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

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

**4219402 Precious Metals (Excluding Ores) Wholesalers**

Establishments primarily engaged in the wholesale distribution of precious metals.

**42199 Other Miscellaneous Durable Goods Wholesalers**

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

**421990 Other Miscellaneous Durable Goods Wholesalers**

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

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

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

**4219901 Musical Instruments and Supplies Wholesalers**

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

**4219902 Forest Products (Except Lumber) Wholesalers**

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

**4219903 General Merchandise (Durable Goods) Wholesalers**

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

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#### **4219904 Prerecorded Media Wholesalers**

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

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

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

#### **42199042 Prerecorded Video Tape Wholesalers**

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

#### **4219905 Fire Extinguishers and Fire Safety Equipment Wholesalers**

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

#### **4219906 Other Durable Goods Wholesalers**

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

#### **422 Wholesale trade, nondurable goods**

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

#### **4221 Paper and Paper Product Wholesalers**

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

#### **42211 Printing and Writing Paper Wholesalers**

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

#### **422110 Printing and Writing Paper Wholesalers**

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

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

5111 Printing and writing paper

#### **42212 Stationery and Office Supplies Wholesalers**

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

#### **422120 Stationery and Office Supplies Wholesalers**

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

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

5112 (pt) Stationery and office supplies

#### **42213 Industrial and Personal Service Paper Wholesalers**

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

#### **422130 Industrial and Personal Service Paper Wholesalers**

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

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

5113 Industrial and personal service paper

#### **4222 Drugs and Druggists' Sundries Wholesalers**

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

## **42221 Drugs and Druggists' Sundries Wholesalers**

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

## **422210 Drugs and Druggists' Sundries Wholesalers**

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

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

5122 Drugs, drug proprietaries, and druggists' sundries

## **4222101 General Line Drugs Wholesalers**

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

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

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

## **4223 Apparel, Piece Goods, and Notions Wholesalers**

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

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

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

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

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

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

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

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

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

## **4223102 Notions and Other Dry Goods Wholesalers**

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

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

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

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

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

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

5136 Men's and boys' clothing and furnishings

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

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

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

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

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

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

## **42234 Footwear Wholesalers**

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

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#### **422340 Footwear Wholesalers**

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

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

5139 Footwear

#### **4224 Grocery and Related Product Wholesalers**

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

#### **42241 General Line Grocery Wholesalers**

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

#### **422410 General Line Grocery Wholesalers**

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

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

5141 Groceries, general line

#### **4224101 General Line, Grocery Wholesalers, Voluntary Group**

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

#### **4224102 General Line, Grocery Wholesalers, Retail Cooperative**

Establishments primarily engaged in the wholesale distribution of a general line of groceries and owned and operated cooperatively by groups of independent food retailers buying collectively which are primarily engaged

in wholesale selling and distributing a general line of groceries. These establishments function primarily as a wholesale cooperative company selling chiefly to member retailers, but sometimes do a regular wholesale business.

#### **4224103 Other General Line Grocery Wholesalers**

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

#### **42242 Packaged Frozen Food Wholesalers**

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

#### **422420 Packaged Frozen Food Wholesalers**

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

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

5142 Packaged frozen foods

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

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

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

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

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

5143 Dairy products, except dried or canned

#### **4224301 Raw Milk Wholesalers**

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

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

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



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#### **42244 Poultry and Poultry Product Wholesalers**

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

#### **422440 Poultry and Poultry Product Wholesalers**

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

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

5144 Poultry and poultry products

#### **4224401 Live Poultry Wholesalers**

Establishments primarily engaged in the wholesale distribution of live poultry.

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

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

#### **42245 Confectionery Wholesalers**

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

#### **422450 Confectionery Wholesalers**

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

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

5145 Confectionery

#### **42246 Fish and Seafood Wholesalers**

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

#### **422460 Fish and Seafood Wholesalers**

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

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

5146 Fish and seafoods

#### **42247 Meat and Meat Product Wholesalers**

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

#### **422470 Meat and Meat Product Wholesalers**

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

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

5147 (pt) Meats and meat products

#### **42248 Fresh Fruit and Vegetable Wholesalers**

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

#### **422480 Fresh Fruit and Vegetable Wholesalers**

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

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

5148 Fresh fruits and vegetables

#### **42249 Other Grocery and Related Products Wholesalers**

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

#### **422490 Other Grocery and Related Products Wholesalers**

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

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

5149 Other groceries and related products

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#### **4224901 Coffee, Tea, and Spices Wholesalers**

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

#### **4224902 Bread and Baked Goods Wholesalers**

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

#### **4224903 Soft Drinks and Bottled Water Wholesalers**

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

#### **4224904 Canned Goods Wholesalers**

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

#### **4224905 Food and Beverage Basic Material Wholesalers**

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

#### **4224906 Other Grocery Specialties Wholesalers**

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

#### **4225 Farm Product Raw Material Wholesalers**

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

#### **42251 Grain and Field Bean Wholesalers**

This industry comprises establishments primarily engaged in wholesaling grains, such as corn, wheat, oats, barley, and unpolished rice; dry beans; and soybeans and

other inedible beans. Included in this industry are establishments primarily engaged in operating country or terminal grain elevators primarily for the purpose of wholesaling.

#### **422510 Grain and Field Bean Wholesalers**

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

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

5153 Grain and field beans

#### **42252 Livestock Wholesalers**

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

#### **422520 Livestock Wholesalers**

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

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

5154 Livestock

#### **42259 Other Farm Product Raw Material Wholesalers**

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

#### **422590 Other Farm Product Raw Material Wholesalers**

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

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

5159 Other farm-product raw materials

#### **4225901 Hides, Skins, and Pelts Wholesalers**

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

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#### **4225902 Leaf Tobacco Wholesalers**

Establishments primarily engaged in the wholesale distribution of leaf tobacco.

#### **4225903 Wool, Wool Tops, and Mohair Wholesalers**

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

#### **4225904 Cotton Wholesalers**

Establishments primarily engaged in buying and/or marketing cotton.

#### **4225905 Other Farm Product Raw Materials Wholesalers**

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

#### **4226 Chemical and Allied Products Wholesalers**

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

#### **42261 Plastics Materials and Basic Forms and Shapes Wholesalers**

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

#### **422610 Plastics Materials and Basic Forms and Shapes Wholesalers**

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

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

5162 Plastics materials and basic forms and shapes

#### **42269 Other Chemical and Allied Products Wholesalers**

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

#### **422690 Other Chemical and Allied Products Wholesalers**

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

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

5169 Other chemicals and allied products

#### **4226901 Industrial Gases, (Except LP) Wholesalers**

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

#### **4226902 Other Chemicals and Allied Products Wholesalers**

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

#### **4227 Petroleum and Petroleum Products Wholesalers**

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

#### **42271 Petroleum Bulk Stations and Terminals**

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

#### **422710 Petroleum Bulk Stations and Terminals**

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

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

5171 (pt) Petroleum bulk stations and terminals

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

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

### **42271011 Petroleum Bulk Stations (Except LP)**

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

### **42271012 Petroleum Bulk Terminals (Except LP)**

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

### **4227102 Liquefied Petroleum Bulk Stations and Terminals**

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

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

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

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

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

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

5172 Petroleum and petroleum products, except bulk stations and terminals

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

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

### **42281 Beer and Ale Wholesalers**

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

### **422810 Beer and Ale Wholesalers**

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

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

5181 Beer and ale

### **42282 Wine and Distilled Alcoholic Beverage Wholesalers**

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

### **422820 Wine and Distilled Alcoholic Beverage Wholesalers**

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

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

5182 Wine and distilled alcoholic beverages

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

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

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

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

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### **4229 Miscellaneous Nondurable Goods Wholesalers**

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

#### **42291 Farm Supplies Wholesalers**

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

#### **422910 Farm Supplies Wholesalers**

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

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

5191 (pt) Farm supplies

#### **4229101 Farm Supplies—Farm Dealers**

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

#### **4229102 Farm Supplies—Wholesale Distributors**

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

### **42292 Book, Periodical, and Newspaper Wholesalers**

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

### **422920 Book, Periodical, and Newspaper Wholesalers**

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

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

5192 Books, periodicals, and newspapers

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

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

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

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

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

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

### **42294 Tobacco and Tobacco Product Wholesalers**

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

### **422940 Tobacco and Tobacco Product Wholesalers**

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

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

5194 Tobacco and tobacco products

### **42295 Paint, Varnish, and Supplies Wholesalers**

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

### **422950 Paint, Varnish, and Supplies Wholesalers**

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

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

5198 (pt) Paints, varnishes, and supplies

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

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

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

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

### **42299 Other Miscellaneous Nondurable Goods Wholesalers**

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

### **422990 Other Miscellaneous Nondurable Goods Wholesalers**

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

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

5199 (pt) Other miscellaneous nondurable goods

### **4229901 Art Goods Wholesalers**

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

### **4229902 General Merchandise (Nondurable Goods) Wholesalers**

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

### **4229903 Textile Bags, Bagging, and Burlap Wholesalers**

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

### **4229904 Other Nondurable Goods Wholesalers**

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

# Appendix C.

## Coverage and Methodology

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### **MAIL/NONMAIL UNIVERSE**

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

### **INDUSTRY CLASSIFICATION OF ESTABLISHMENTS**

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

### **RELIABILITY OF DATA**

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

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

### **TREATMENT OF NONRESPONSE**

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

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

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

# Appendix D. Geographic Notes

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## **VIRGINIA**

**Castlewood** was incorporated in April 1991, but this change was not submitted to the Census Bureau until June 1994.

**Farmville** is in Cumberland and Prince Edward Counties.

**Halifax County** includes South Boston, formerly an independent city, whose area reverted to Halifax County.

**South Boston** was formerly an independent city; its area reverted to Halifax County in June 1995.



# Appendix E. Metropolitan Areas

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## **VIRGINIA**

### **Charlottesville, VA MSA**

Albemarle County, VA  
Fluvanna County, VA  
Greene County, VA  
Charlottesville, VA (IC)

### **Danville, VA MSA**

Pittsylvania County, VA  
Danville, VA (IC)

### **Johnson City—Kingsport—Bristol, TN—VA MSA**

Carter County, TN  
Hawkins County, TN  
Sullivan County, TN  
Unicoi County, TN  
Washington County, TN  
Scott County, VA  
Washington County, VA  
Bristol, VA (IC)

### **Lynchburg, VA MSA**

Amherst County, VA  
Bedford County, VA  
Campbell County, VA  
Bedford, VA (IC)  
Lynchburg, VA (IC)

### **Norfolk—Virginia Beach—Newport News, VA—NC MSA**

Currituck County, NC  
Gloucester County, VA  
Isle of Wight County, VA  
James City County, VA  
Mathews County, VA  
York County, VA  
Chesapeake, VA (IC)

### **Norfolk—Virginia Beach—Newport News, VA—NC MSA—Con.**

Hampton, VA (IC)  
Newport News, VA (IC)  
Norfolk, VA (IC)  
Poquoson, VA (IC)  
Portsmouth, VA (IC)  
Suffolk, VA (IC)  
Virginia Beach, VA (IC)  
Williamsburg, VA (IC)

### **Richmond—Petersburg, VA MSA**

Charles City County, VA  
Chesterfield County, VA  
Dinwiddie County, VA  
Goochland County, VA  
Hanover County, VA  
Henrico County, VA  
New Kent County, VA  
Powhatan County, VA  
Prince George County, VA  
Colonial Heights, VA (IC)  
Hopewell, VA (IC)  
Petersburg, VA (IC)  
Richmond, VA (IC)

### **Roanoke, VA MSA**

Botetourt County, VA  
Roanoke County, VA  
Roanoke, VA (IC)  
Salem, VA (IC)

### **Washington, DC—MD—VA—WV PMSA**

District of Columbia, DC  
Calvert County, MD  
Charles County, MD

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**Washington, DC—MD—VA—WV PMSA—Con.**

Frederick County, MD  
Montgomery County, MD  
Prince George's County, MD  
Arlington County, VA  
Clarke County, VA  
Culpeper County, VA  
Fairfax County, VA  
Fauquier County, VA  
King George County, VA  
Loudoun County, VA  
Prince William County, VA  
Spotsylvania County, VA  
Stafford County, VA  
Warren County, VA  
Alexandria, VA (IC)  
Fairfax, VA (IC)  
Falls Church, VA (IC)  
Fredericksburg, VA (IC)  
Manassas, VA (IC)  
Manassas Park, VA (IC)  
Berkeley County, WV  
Jefferson County, WV

**Washington—Baltimore, DC—MD—VA—WV CMSA**

Baltimore, MD PMSA  
Anne Arundel County, MD  
Baltimore County, MD  
Carroll County, MD  
Harford County, MD  
Howard County, MD  
Queen Anne's County, MD  
Baltimore, MD (IC)

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

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

