

# 1992

## Census of Wholesale Trade

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WC92-S-2

SUBJECT SERIES

**Measures of Value Produced,  
Capital Expenditures,  
Depreciable Assets,  
and Operating Expenses**

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## Acknowledgments

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This report was prepared in the Agriculture and Financial Statistics Division. **Bobby E. Russell**, Assistant Chief for Census Programs, Services Division, and **Ruth A. Runyan**, Assistant Chief for Financial Statistics, Agriculture and Financial Statistics Division, were responsible for the overall planning, management, and coordination of the assets and expenditures survey. Planning and implementation were under the direction of **Dennis L. Shoemaker**, Economic Planning and Coordination Division, and **Eddie J. Salyers**, Chief, Company Statistics Branch, Agriculture and Financial Statistics Division. Forms design, processing and tabulation procedures, and text were developed by **Sheldon G. Ziman**, assisted by **Mary Burke Dollar**, **John P. Seabold**, **Edward A. Cottrill**, **Amy Peregoy**, **Traci Gillespie-Brown**, and **Tammy Anderson**.

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**If you have any questions concerning the statistics in this report, call 301-763-7596.**

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Issued November 1996



**U.S. Department of Commerce**  
**Michael Kantor, Secretary**

**Economics and Statistics Administration**  
**Everett M. Ehrlich, Under Secretary**  
for Economic Affairs

**BUREAU OF THE CENSUS**  
**Martha Farnsworth Riche, Director**

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**Economics and Statistics  
Administration**

**Everett M. Ehrlich**, Under Secretary  
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**Thomas L. Mesenbourg**, Assistant Director  
for Economic Programs

**ECONOMIC PLANNING AND COORDINATION  
DIVISION**

**John P. Govoni**, Chief

**AGRICULTURE AND FINANCIAL STATISTICS  
DIVISION**

**Ewen M. Wilson**, Chief

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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.

The economic census furnishes an important part of the framework for such composite measures as the gross domestic product, input/output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions.

Policymaking agencies of the Federal Government use the data, especially in monitoring economic activity and providing assistance to business.

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 and 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.

## AUTHORITY AND SCOPE

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 1992 Economic Census consists of the following eight censuses:

- Census of Retail Trade
- Census of Wholesale Trade
- Census of Service Industries
- Census of Financial, Insurance, and Real Estate Industries
- Census of Transportation, Communications, and Utilities
- Census of Manufactures
- Census of Mineral Industries
- Census of Construction Industries

Special programs also cover enterprise statistics and minority-owned and women-owned businesses. (The 1992 Census of Agriculture and 1992 Census of Governments are conducted separately.) The next economic census is scheduled to be taken in 1998 covering the year 1997.

## AVAILABILITY OF THE DATA

The results of the economic census are available in printed reports for sale by the U.S. Government Printing Office and on compact discs for sale by the Census Bureau. Order forms for all types of products are available on request from Customer Services, Bureau of the Census, Washington, DC 20233-8300. A more complete description of publications being issued from this census is on the inside back cover of this document.

Census facts are also widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. Finally, State data centers in every State as well as business and industry data centers in many States also supply economic census statistics.

## WHAT'S NEW IN 1992

The 1992 Economic Census covers more of the economy than any previous census. New for 1992 are data on communications, utilities, financial, insurance, and real estate, as well as coverage of more transportation industries. The economic, agriculture, and governments censuses now collectively cover nearly 98 percent of all economic activity.

Among other changes, new 1992 definitions affect the boundaries of about a third of all metropolitan areas. Also, the Survey of Women-Owned Businesses has now been expanded to include all corporations.

## HISTORICAL INFORMATION

The economic census has been taken as an integrated program at 5-year intervals since 1967 and before that for 1963, 1958, and 1954. Prior to that time, the individual subcomponents 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 1840 and subsequent censuses to include mining and some commercial activities. In 1902, Congress established a permanent Census Bureau and directed that a census of manufactures be taken every 5 years. The 1905 Manufactures Census was the first time a census was taken apart from the regular every-10-year population census.

The first census of business was taken in 1930, covering 1929. Initially it covered retail and wholesale trade and construction industries, but it was broadened in 1933 to include some of the service trades.

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 Enterprise Statistics Program, which publishes combined data from the economic census, was made possible with the implementation of the integrated census program in 1954.

The range of industries covered in the economic censuses has continued to expand. The census of construction industries began on a regular basis in 1967, and the scope of service industries was broadened in 1967, 1977, and 1987. The census of transportation began in 1963 as a set of surveys covering travel, transportation of commodities, and trucks, but expanded in 1987 to cover business establishments in several transportation industries. For 1992, these statistics are incorporated into a broadened census of transportation, communications, and utilities. Also new for 1992 is the census of financial, insurance, and real estate industries. This is part of a gradual expansion in coverage of industries previously subjected to government regulation.

The Survey of Minority-Owned Business Enterprises was first conducted as a special project in 1969 and was incorporated into the economic census in 1972 along with the Survey of Women-Owned Businesses.

An economic census has also been taken in Puerto Rico since 1909, in the Virgin Islands of the United States and Guam since 1958, and in the Commonwealth of the Northern Mariana Islands since 1982.

Statistical reports from the 1987 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 data published since 1967 are still available for sale on microfiche from the Census Bureau.

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

While the census provides complete enumerations every 5 years, there are many needs for more frequent data as well. The Census Bureau conducts a number of monthly, quarterly, and annual surveys, with the results appearing in publication series such as Current Business Reports (retail and wholesale trade and service industries), the Annual Survey of Manufactures, Current Industrial Reports, and the Quarterly Financial Report. Most of these surveys, while providing more frequent observations, yield less kind-of-business and geographic detail than the census. The County Business Patterns program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

## **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 1992 Economic Census and Related Statistics*. More information on the methodology, procedures, and history of the census will be published in the *History of the 1992 Economic Census*. Contact Customer Services for information on availability.

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# Assets and Expenditures Survey

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## GENERAL

This report, which was prepared in conjunction with the 1992 Census of Wholesale Trade, provides data on selected characteristics of merchant wholesalers, including measures of value produced, capital expenditures, depreciable assets, and operating expenses.

Data in this report are based on information collected from a probability sample of merchant wholesalers used to produce monthly national estimates of wholesale sales published in the *Monthly Wholesale Trade Survey*. A description of the survey methodology, estimating procedures, and concepts is presented in appendix A.

The 1992 statistics are summarized by kind-of-business classifications based on the *Standard Industrial Classification Manual: 1987* (SIC). This report covers all merchant wholesale operations in the Nation. All major kinds of business in which merchant wholesalers operate are represented and are described in appendix A.

## DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars; i.e., 1992 data are expressed in 1992 dollars

## SPECIAL TABULATIONS AND UNPUBLISHED DATA

Special tabulations of data collected in the *1992 Assets and Expenditures Survey* may be obtained, depending on availability of time and personnel, on computer disk, or in tabular form. The data will be in summary form and 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) as are 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, Agriculture and Financial Statistics Division, Bureau of the Census, Washington, DC 20233.

To discuss a special tabulation before submitting specifications, call 301-763-7596.

Some estimates have not been published in this report because their sampling variability or imputation is so high as to make them potentially misleading. Some unpublished data can be derived directly by subtracting appropriate published data from their respective totals. However, the figures obtained by such subtraction would be subject to high sampling variability described above for unpublished kinds of business, and their use would be subject to the same hazards. Unpublished data may be obtained upon request from the Chief, Agriculture and Financial Statistics Division, Bureau of the Census, Washington, DC 20233.

## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in this publication:

*	Measure of sampling variability not shown since estimated data not published.
–	Represents zero.
(M)	Less than \$500,000.
(NA)	Not available.
(S)	Withheld because estimates did not meet publication standards on the basis of either response rate, associated relative standard error, or consistency review.
(V)	Less than .05 percent.
(X)	Not applicable.
n.e.c.	Not elsewhere classified.
pt.	Part.
SIC	Standard industrial classification.

# Users' Guide for Locating Statistics in This Report by Table Number

Information shown in tables	Table												
	1	2	3	4	5	6	7	8	9	10	11	12	13
Sales .....	X				X					X	X	X	
Purchases .....	X											X	
Cost of goods sold .....										X	X		
Inventories .....	X												
Gross margin .....										X	X		
Value added .....										X	X		
Net income produced at market prices .....										X	X		
Net income produced at factor cost .....										X	X		
Acquisition value of depreciable assets at end of 1992 .....	X	X		X					X			X	
Buildings and structures .....		X		X									
Machinery and equipment .....		X		X									
Acquisition value of depreciable assets at end of 1991 .....	X	X		X								X	
Buildings and structures .....		X		X									
Machinery and equipment .....		X		X									
Deductions from depreciable assets .....		X											
Capital expenditures (other than land) .....	X	X	X						X			X	
Used capital expenditures .....		X	X										
New capital expenditures .....		X	X										
New buildings and structures .....			X										
New highway vehicles .....			X										
New computer hardware and data processing equipment .....			X										
All other capital expenditures .....			X										
Annual payroll .....	X				X	X	X			X	X		
Employer cost for fringe benefits .....					X	X	X						
Legally required expenditures .....					X	X							
Voluntary expenditures .....					X	X							
Taxes and license fees .....							X						
Depreciation charges .....				X			X						
Buildings and structures .....				X									
Machinery and equipment .....				X									
Lease and rental payments .....				X			X						
Buildings and structures .....				X									
Machinery and equipment .....				X									
Purchased electricity .....							X	X					
Purchased fuels .....							X	X					
Miscellaneous utilities .....							X	X					
Communication services .....							X						
Office supplies .....							X						
Packaging and shipping materials .....							X						
Advertising services .....							X						
Commissions paid .....							X						
Payments for contract work .....							X	X					



Information shown in tables	Table												
	1	2	3	4	5	6	7	8	9	10	11	12	13
Legal services .....							X						
Accounting services .....							X						
Data processing .....							X						
Repairs .....							X		X				
Buildings and structures .....									X				
Machinery and equipment .....									X				
Other operating expenses .....							X						
Total operating expenses .....	X				X		X	X	X			X	
Estimated relative standard errors .....													X

# Users' Guide for Locating Statistics in the 1992 Census of Wholesale Trade Reports

Report and geographic area	Information shown in reports by kind of business or industry category										
	Number of establishments	Sales (\$1,000)	Payroll (\$1,000)	Number of employees	Inventories (\$1,000)	Operating expenses (\$1,000)	Commodity line sales (\$1,000)	Sales size and employment size <sup>1</sup>	Legal form of organization	Petroleum bulk stations and terminals	Selected topics
<b>GEOGRAPHIC AREA SERIES</b>											
United States .....	X	X	X	X	X	X					
State .....	X	X	X	X	X	X					
MA .....	X	X	X	X							
County .....	X	X	X	X							
Place .....	X	X	X	X							
<b>ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION)</b>											
United States .....	X	X	<sup>2</sup> X	<sup>2</sup> X	<sup>2</sup> X	<sup>2</sup> X		X	X		
<b>MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES</b>											
United States <sup>2</sup> .....		X	X		X	X			X		<sup>3</sup> X
<b>COMMODITY LINE SALES</b>											
United States .....	X	X					X				
State <sup>4</sup> .....	X	X					X				
MA <sup>4</sup> .....	X	X					X				
<b>MISCELLANEOUS SUBJECTS</b>											
United States .....	X	X	X	X	X	X				X	<sup>5</sup> X
State .....					X					X	
County .....					X					X	

<sup>1</sup>Establishments and firms.

<sup>2</sup>Merchant wholesalers only.

<sup>3</sup>Value produced, capital expenditures, depreciable assets, and selected operating expenses detail.

<sup>4</sup>Available on CD ROM only.

<sup>5</sup>Class of customer; employment by principal activity; detailed type of operation; inventory detail; commissions of agents and brokers; and gross margins, gross profits, and their components of merchant wholesalers.

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## Summary of Findings

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Total sales in 1992 of all merchant wholesalers (including manufacturers' sales branches of ferrous metal service centers) amounted to \$1.8 trillion. Comparisons to 1987 sales data for individual kinds of business can be made using the Census of Wholesale Trade, Geographic Area Series—United States Summary reports for the 2 years. The total cost of merchandise purchased for resale in 1992 (net of returns, allowances, and trade and cash discounts) totaled \$1.5 trillion, or 79.9 percent of total sales. Beginning inventories for merchant wholesalers in 1992 amounted to \$201.8 billion with ending inventories of \$209.7 billion. Total sales, purchases, and inventories are integral parts of the measures of value produced summarized below. Note that some data presented in this report are not directly comparable to those in the 1987 report due to changes in kind-of-business classifications.

### MEASURES OF VALUE PRODUCED

The gross margin of merchant wholesalers, which represents total sales less cost of goods sold, amounted to \$380.5 billion in 1992. Value added, derived by deducting from gross margin the cost of office supplies, postage, electricity, fuels, packaging materials, and the cost of contract work done on materials owned by merchant wholesalers, amounted to \$362.2 billion, representing 19.6 percent of total sales. Subtracting all other purchased services from value added yields net income produced at market prices of \$255.3 billion, or 13.8 percent of total sales. This amount less depreciation, license fees, and taxes (excluding income, payroll, and sales taxes) represents net income produced at factor cost of \$235.9 billion, or 12.8 percent of total sales.

As a percent of sales, measures of value produced were generally higher for durable goods than for nondurable goods in 1992. Durable goods wholesalers reported a gross margin of 25.0 percent of sales, compared with 16.3 percent for nondurable goods wholesalers. Net income produced at market prices amounted to 16.8 percent of sales for durable goods, compared to 10.9 percent for nondurable goods. Likewise, net income produced at factor cost was higher for durable goods, 15.6 percent of sales, compared to 10.0 percent for nondurable goods.

### CAPITAL EXPENDITURES

Total capital expenditures for depreciable assets of merchant wholesalers amounted to \$18.0 billion in 1992. Expenditures of \$16.6 billion for new facilities, structures,

and equipment in 1992 accounted for 92.1 percent of the total. Capital expenditures in the durable goods trade totaled \$9.7 billion in 1992, while those for nondurable goods wholesalers amounted to \$8.3 billion.

### DEPRECIABLE ASSETS

The gross (acquisition) value of depreciable assets of merchant wholesalers amounted to \$161.9 billion at the end of 1991. After adding capital expenditures and deducting assets sold, retired, scrapped, and destroyed, the year 1992 ended with the gross value of depreciable assets amounting to \$173.3 billion, representing a 7.0 percent annual increase.

The kinds of business representing the highest value of depreciable assets at the end of 1992 were groceries and related products, with \$23.5 billion; and machinery, equipment, and supplies, with \$18.5 billion.

### OPERATING EXPENSES

Total operating expenses of merchant wholesalers amounted to \$317.8 billion in 1992. Durable goods wholesalers accounted for \$190.0 billion, and \$127.8 billion were attributable to nondurable goods wholesalers. The following summarizes the findings for specific types of operating expenses.

**Supplemental labor costs (employer cost for fringe benefits).** Total supplemental labor costs for merchant wholesalers amounted to \$28.4 billion in 1992. Legally required supplemental labor costs such as employers' social security contributions, unemployment tax, workers' compensation insurance, and State disability insurance programs amounted to \$14.4 billion, or 50.7 percent of the total. Voluntary labor costs, such as insurance premiums on hospital and medical plans, pension plans, and stock purchase plans, amounted to \$14.0 billion, or 49.3 percent of total supplemental labor costs.

**Depreciation charges.** Depreciation and amortization charges against depreciable assets totaled \$14.4 billion in 1992. Buildings and structures accounted for \$2.8 billion, or 19.5 percent of the total, while machinery and equipment amounted to the remaining \$11.6 billion, or 80.5 percent.

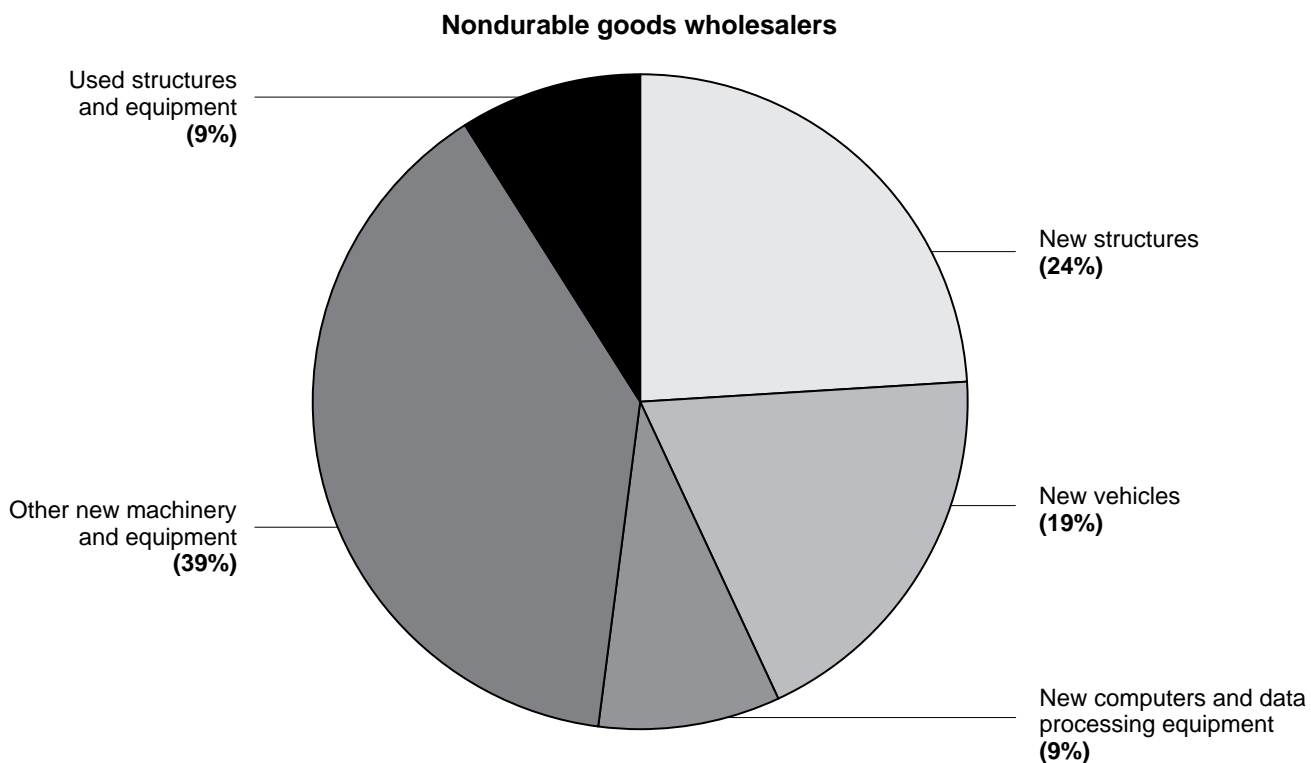
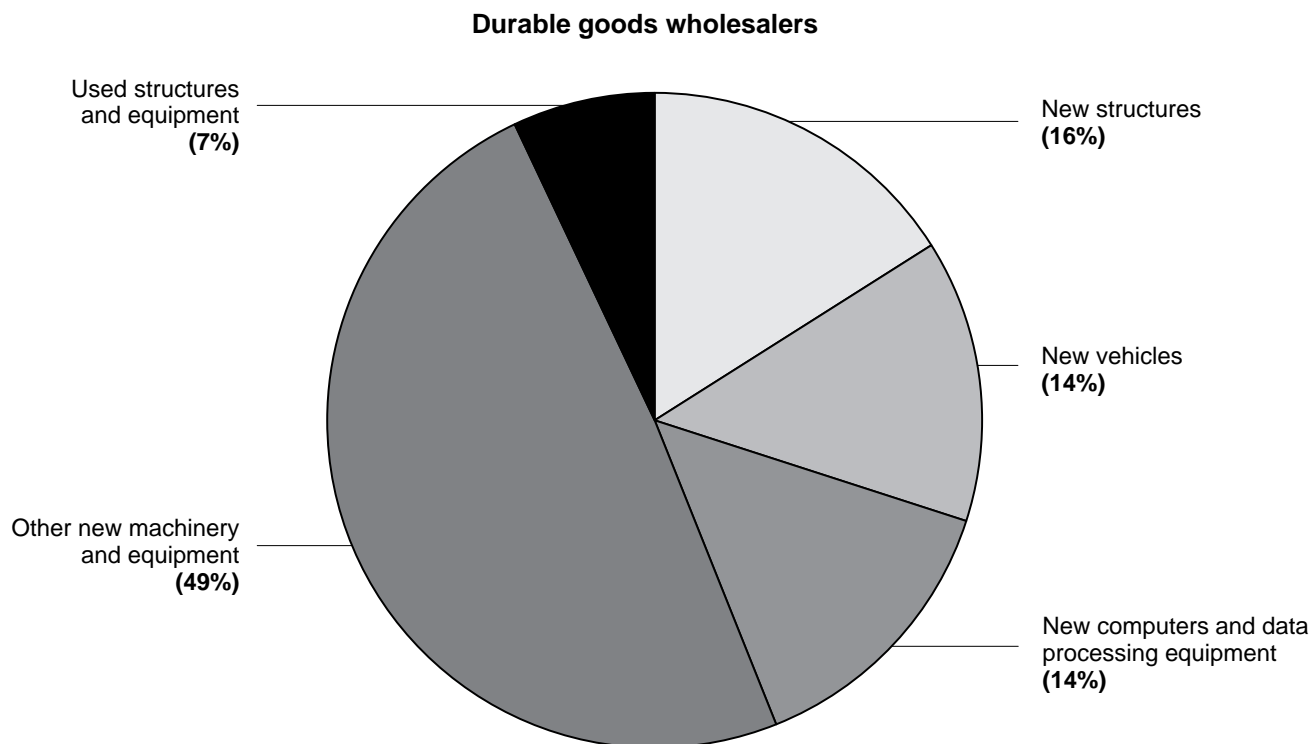
**Lease and rental payments.** Lease and rental payments in 1992 were \$16.7 billion for merchant wholesalers representing 5.2 percent of total operating expenses. Of these payments, \$12.6 billion were for buildings, other structures, and office space and \$4.0 billion were for machinery and equipment.

**Communication and utility expenses.** Communication services purchased by merchant wholesalers amounted to \$6.4 billion, while purchased electricity totaled \$3.9 billion and purchased fuels amounted to \$1.3 billion. As a percent of total operating expenses, these utility costs represented

2.0 percent, 1.2 percent, and 0.4 percent, respectively. Note that these data represent only utilities which were purchased by firms in 1992, and exclude those utility costs which were part of normal lease and rental payments or franchise fees.

**Other operating expenses.** Other operating expenses of merchant wholesalers in 1992 included \$10.9 billion for advertising; \$7.6 billion for sales commissions paid to others; and \$5.5 billion for noncapitalized repair to buildings, machinery, and equipment.

Figure 1.  
**Distribution of Capital Expenditures of Merchant Wholesalers by Type: 1992**

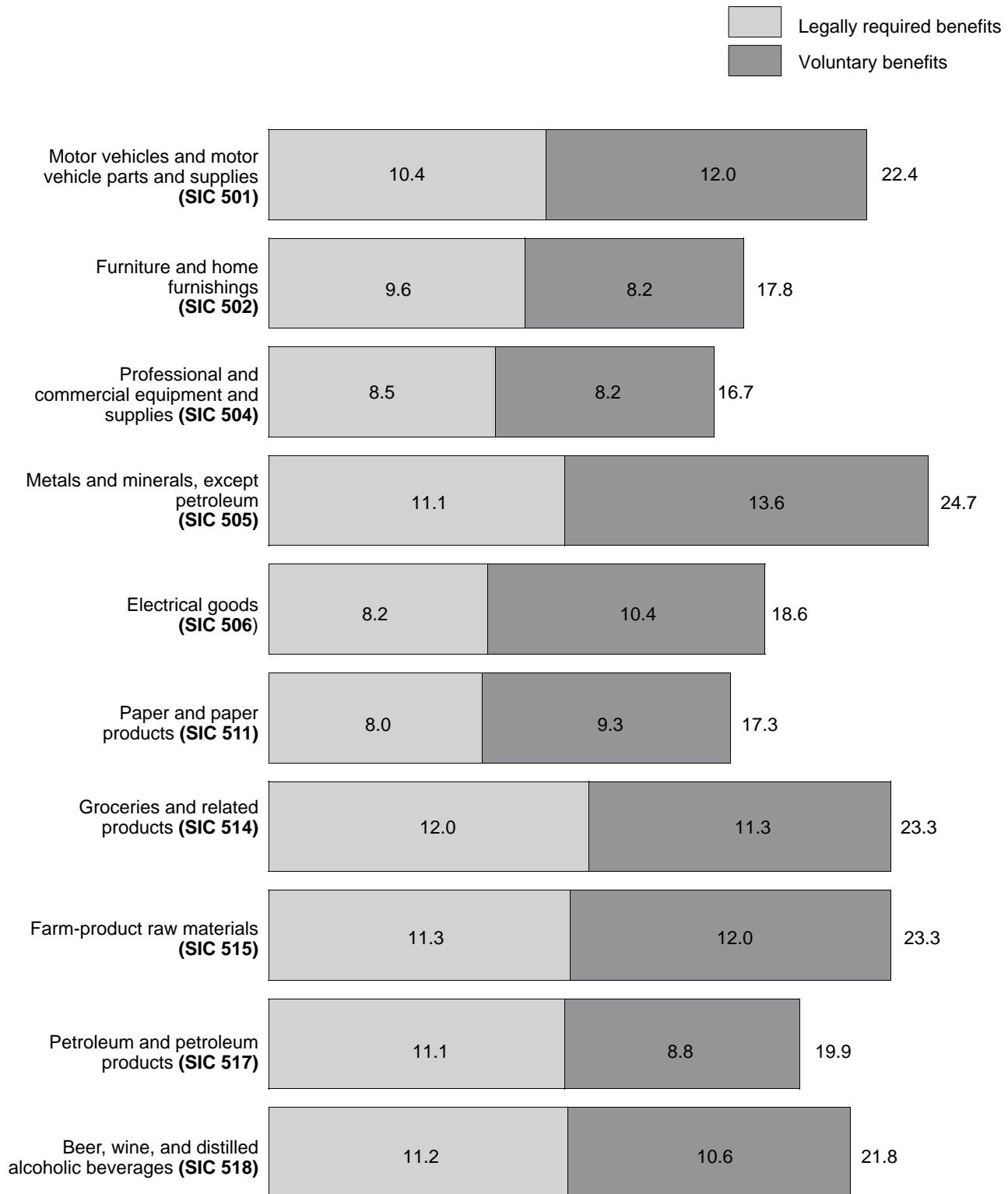


Note: Data are subject to sampling variability.  
 Source: U.S. Bureau of the Census, 1992 Assets and Expenditures Survey.

Figure 2.

**Fringe Benefits as Percent of Annual Payroll of Selected Wholesale Industries: 1992**

(Percent)



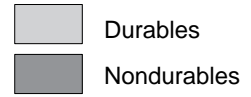
Note: Data are subject to sampling variability. Data are based on the 1987 Standard Industrial Classification.

Source: U.S. Bureau of the Census, 1992 Assets and Expenditures Survey.

Figure 3.

**Measures of Value Produced for Merchant Wholesalers: 1992**

(Dollar amounts are in millions)



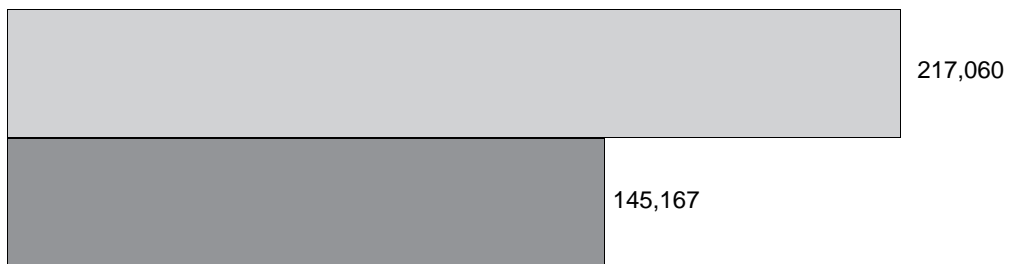
**Gross margin equals—**

Sales less cost of goods sold (beginning inventory + purchases - ending inventory)



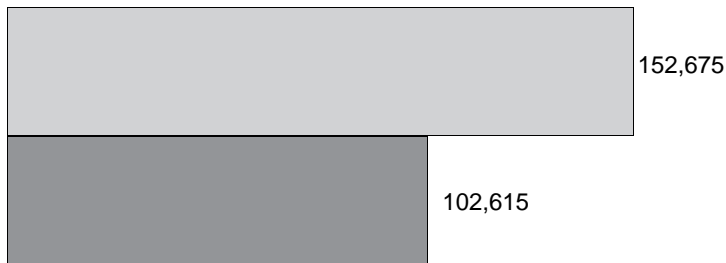
**Value added equals—**

Gross margin less office supplies, stationery, postage; electricity; fuels; contract work



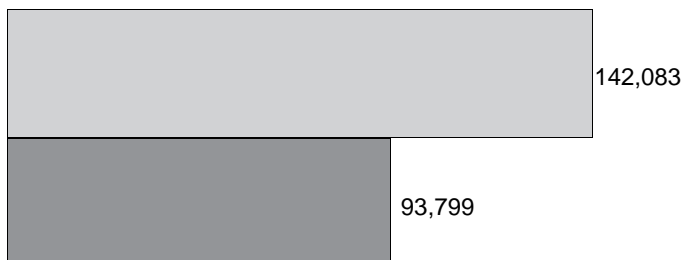
**Net income produced at market prices equals—**

Value added less lease and rental; communications; advertising; repairs; commissions; other (excluding taxes, depreciation, and interest on loans)



**Net income produced at factor cost equals—**

Net income produced at market prices less taxes; depreciation charges



Note: Data are subject to sampling variability.  
 Source: U.S. Bureau of the Census, 1992 Assets and Expenditures Survey.



**Table 1. General Statistics: 1992**

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

SIC code	Kind of business	Sales	Purchases of merchandise for resale	Inventories <sup>1</sup>		Operating expenses <sup>1</sup>	Annual payroll <sup>1</sup>	Acquisition value of depreciable assets		Capital expenditures (other than land)
				End of 1992	End of 1991			End of 1992	End of 1991	
	<b>Merchant wholesalers<sup>2</sup></b> .....	<b>1 849 798</b>	<b>1 477 166</b>	<b>209 675</b>	<b>201 777</b>	<b>317 813</b>	<b>144 792</b>	<b>173 269</b>	<b>161 942</b>	<b>18 030</b>
<b>50</b>	<b>Durable goods stores<sup>2</sup></b> .....	<b>908 916</b>	<b>686 047</b>	<b>130 044</b>	<b>125 921</b>	<b>190 043</b>	<b>88 120</b>	<b>89 987</b>	<b>84 344</b>	<b>9 687</b>
501	Motor vehicles and automotive parts and supplies .....	170 849	137 886	24 195	24 213	26 402	10 119	13 934	13 160	1 094
502	Furniture and home furnishings .....	33 200	21 600	4 776	4 515	9 681	4 425	3 627	3 333	358
503	Lumber and other construction materials .....	63 765	49 146	6 168	5 755	12 026	6 030	6 579	6 360	622
504	Professional and commercial equipment and supplies .....	139 629	96 708	17 094	16 841	37 726	17 896	11 627	10 946	1 679
505	Metals and minerals, except petroleum <sup>2</sup> .....	76 745	61 045	10 101	10 127	11 717	5 483	9 848	9 420	747
506	Electrical goods .....	115 387	88 069	17 110	16 047	22 294	10 045	11 005	9 828	1 561
507	Hardware, and plumbing and heating equipment and supplies .....	53 063	38 786	8 707	8 286	12 640	6 697	4 428	4 159	462
508	Machinery, equipment, and supplies .....	149 216	107 780	29 333	29 012	38 528	19 406	18 458	17 221	2 164
509	Miscellaneous durable goods .....	107 063	85 027	12 560	11 125	19 030	8 020	10 481	9 918	1 000
<b>51</b>	<b>Nondurable goods<sup>2</sup></b> .....	<b>940 882</b>	<b>791 119</b>	<b>79 631</b>	<b>75 856</b>	<b>127 769</b>	<b>56 671</b>	<b>83 281</b>	<b>77 598</b>	<b>8 343</b>
511	Paper and paper products .....	54 802	42 904	5 697	5 298	10 993	5 801	3 712	3 440	379
512	Drugs, drug proprietaries and druggists' sundries .....	67 069	60 897	9 334	8 002	5 326	2 361	2 213	1 828	(S)
513	Apparel, piece goods, and notions .....	67 905	49 277	10 805	9 595	15 207	5 864	4 222	4 001	410
514	Groceries and related products .....	279 217	238 400	16 582	16 142	36 997	16 901	23 541	22 086	2 315
515	Farm-product raw materials <sup>2</sup> .....	106 224	96 066	10 792	10 859	7 460	2 731	11 405	10 800	748
516	Chemicals and allied products .....	39 170	29 820	3 193	3 014	7 983	3 577	6 546	5 859	862
517	Petroleum and petroleum products .....	142 651	129 785	4 572	4 691	10 611	4 332	12 497	11 699	1 306
518	Beer, wine and distilled alcoholic beverages .....	50 397	38 118	4 044	4 335	8 525	3 938	4 166	3 827	(S)
519	Miscellaneous nondurable goods .....	133 446	105 852	14 612	13 920	24 666	11 166	14 978	14 058	1 423

Note: Detail may not add to total because of rounding. See table 13 for estimated measures of sampling variability (coefficients of variation).

<sup>1</sup>Inventories, operating expenses, and payroll data are not the same as in other reports from the 1992 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.

<sup>2</sup>Sales data for SIC's 5051 pt. and the 515 trade group are reported on a different basis than the 1992 Census of Wholesale Trade. For an explanation of these differences see Method of Estimation in appendix A.

**Table 2. Capital Expenditures and Acquisition Value of Depreciable Assets by Kind of Business: 1992**

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

SIC code	Kind of business	Acquisition value of depreciable assets						Capital expenditures (other than land)			Deductions from depreciable assets in 1992
		End of 1992			End of 1991			Total	New	Used	
		Total	Buildings, structures, and related facilities	Machinery, equipment, and other	Total	Buildings, structures, and related facilities	Machinery, equipment, and other				
	<b>Merchant wholesalers<sup>1</sup></b> .....	<b>173 269</b>	<b>56 471</b>	<b>116 798</b>	<b>161 942</b>	<b>53 293</b>	<b>108 650</b>	<b>18 030</b>	<b>16 601</b>	<b>1 429</b>	<b>6 764</b>
<b>50</b>	<b>Durable goods stores<sup>1</sup></b> .....	<b>89 987</b>	<b>27 550</b>	<b>62 437</b>	<b>84 344</b>	<b>26 142</b>	<b>58 202</b>	<b>9 687</b>	<b>9 030</b>	<b>657</b>	<b>4 104</b>
501	Motor vehicles and automotive parts and supplies .....	13 934	(S)	7 463	13 160	(S)	7 014	1 094	1 031	(S)	321
502	Furniture and home furnishings .....	3 627	(S)	4 776	3 333	(S)	9 681	4 425	3 627	(S)	65
503	Lumber and other construction materials .....	6 579	2 035	4 544	6 360	1 917	4 443	622	588	(S)	402
504	Professional and commercial equipment and supplies .....	11 627	2 825	8 803	10 946	2 786	8 160	1 679	1 639	41	1 058
505	Metals and minerals, except petroleum <sup>1</sup> .....	9 848	2 567	7 280	9 420	2 531	6 888	747	676	(S)	(S)
506	Electrical goods .....	11 005	3 666	7 338	9 828	3 292	6 537	1 561	1 452	(S)	385
507	Hardware, and plumbing and heating equipment and supplies .....	4 428	1 710	2 718	4 159	1 517	2 643	462	437	26	194
508	Machinery, equipment, and supplies .....	18 458	4 945	13 514	17 221	4 742	12 479	2 164	2 013	(S)	926
509	Miscellaneous durable goods .....	10 481	2 190	8 291	9 918	2 179	7 739	1 000	887	(S)	(S)
<b>51</b>	<b>Nondurable goods<sup>1</sup></b> .....	<b>83 281</b>	<b>28 921</b>	<b>54 360</b>	<b>77 598</b>	<b>27 151</b>	<b>50 447</b>	<b>8 343</b>	<b>7 571</b>	<b>772</b>	<b>2 660</b>
511	Paper and paper products .....	3 712	1 126	2 587	3 440	974	2 466	379	346	(S)	106
512	Drugs, drug proprietaries and druggists' sundries .....	2 213	(S)	1 420	1 828	566	1 263	(S)	(S)	14	(S)
513	Apparel, piece goods, and notions .....	4 222	1 481	2 741	4 001	1 391	2 610	410	372	(S)	189
514	Groceries and related products .....	23 541	7 682	15 859	22 086	7 642	14 444	2 315	2 138	(S)	859
515	Farm-product raw materials <sup>1</sup> .....	11 405	5 259	6 146	10 800	5 093	5 707	748	590	(S)	144
516	Chemicals and allied products .....	6 546	1 956	4 590	5 859	1 598	4 262	862	835	(S)	175
517	Petroleum and petroleum products .....	12 497	3 904	8 593	11 699	3 677	8 022	1 306	1 206	(S)	(S)
518	Beer, wine and distilled alcoholic beverages .....	4 166	1 507	2 659	3 827	1 439	2 388	(S)	(S)	(S)	(S)
519	Miscellaneous nondurable goods .....	14 978	5 213	9 765	14 058	4 772	9 286	1 423	1 249	(S)	(S)

Note: Detail may not add to total because of rounding. See table 13 for estimated measures of sampling variability (coefficients of variation). Value of assets at end of 1991 plus 1992 capital expenditures minus asset deductions may not necessarily equal the value of assets at end of 1992 due to corporate mergers, exchange of stock, and other noncategorized acquisitions, not shown separately.

<sup>1</sup>Sales data for SIC's 5051 pt. and the 515 trade group are reported on a different basis than the 1992 Census of Wholesale Trade. For an explanation of these differences see Method of Estimation in appendix A.

**Table 3. Detailed Capital Expenditures by Kind of Business: 1992**

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

SIC code	Kind of business	Capital expenditures (other than land)							Used buildings, structures, machinery, equipment, and other depreciable assets acquired from others
		New capital expenditures							
		Total	Total	Buildings, structures, and related facilities	Highway vehicles	Computer hardware and data processing equipment	All other		
	<b>Merchant wholesalers<sup>1</sup></b> .....	<b>18 030</b>	<b>16 601</b>	<b>3 571</b>	<b>2 949</b>	<b>2 119</b>	<b>7 962</b>	<b>1 429</b>	
<b>50</b>	<b>Durable goods stores<sup>1</sup></b> .....	<b>9 687</b>	<b>9 030</b>	<b>1 536</b>	<b>1 398</b>	<b>1 365</b>	<b>4 732</b>	<b>657</b>	
501	Motor vehicles and automotive parts and supplies .....	1 094	1 031	(S)	188	(S)	334	(S)	
502	Furniture and home furnishings .....	358	309	(S)	(S)	(S)	(S)	(S)	
503	Lumber and other construction materials .....	622	588	(S)	198	33	270	(S)	
504	Professional and commercial equipment and supplies .....	1 679	1 639	(S)	(S)	331	847	41	
505	Metals and minerals, except petroleum <sup>1</sup> .....	747	676	99	78	49	450	(S)	
506	Electrical goods .....	1 561	1 452	311	84	157	900	(S)	
507	Hardware, and plumbing and heating equipment and supplies .....	462	437	99	105	78	154	26	
508	Machinery, equipment, and supplies .....	2 164	2 013	151	410	(S)	(S)	(S)	
509	Miscellaneous durable goods .....	1 000	887	123	140	132	493	(S)	
<b>51</b>	<b>Nondurable goods<sup>1</sup></b> .....	<b>8 343</b>	<b>7 571</b>	<b>2 035</b>	<b>1 551</b>	<b>754</b>	<b>3 231</b>	<b>772</b>	
511	Paper and paper products .....	379	346	57	70	73	145	(S)	
512	Drugs, drug proprietaries and druggists' sundries .....	(S)	(S)	(S)	(S)	75	99	14	
513	Apparel, piece goods, and notions .....	410	372	80	(S)	58	219	(S)	
514	Groceries and related products .....	2 315	2 138	557	521	217	842	(S)	
515	Farm-product raw materials <sup>1</sup> .....	748	590	186	66	40	297	(S)	
516	Chemicals and allied products .....	862	835	(S)	104	38	351	(S)	
517	Petroleum and petroleum products .....	1 306	1 206	323	225	59	600	(S)	
518	Beer, wine and distilled alcoholic beverages .....	(S)	(S)	(S)	(S)	36	92	(S)	
519	Miscellaneous nondurable goods .....	1 423	1 249	180	327	157	(S)	(S)	

Note: Detail may not add to total because of rounding. See table 13 for estimated measures of sampling variability (coefficients of variation).

<sup>1</sup>Sales data for SIC's 5051 pt. and the 515 trade group are reported on a different basis than the 1992 Census of Wholesale Trade. For an explanation of these differences see Method of Estimation in appendix A.

**Table 4. Detailed Acquisition Value of Depreciable Assets, Depreciation Charges, and Lease and Rental Payments by Kind of Business: 1992**

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

SIC code	Kind of business	Acquisition value of depreciable assets						Depreciation charges in 1992			Lease and rental payments		
		End of 1992			End of 1991			Total	Buildings, structures, and related facilities	Machinery, equipment, and other	Total	Buildings, structures, and related facilities	Machinery, equipment, and other
		Total	Buildings, structures, and related facilities	Machinery, equipment, and other	Total	Buildings, structures, and related facilities	Machinery, equipment, and other						
	<b>Merchant wholesalers<sup>1</sup></b> .....	<b>173 269</b>	<b>56 471</b>	<b>116 798</b>	<b>161 942</b>	<b>53 293</b>	<b>108 650</b>	<b>14 420</b>	<b>2 811</b>	<b>11 608</b>	<b>16 651</b>	<b>12 645</b>	<b>4 006</b>
<b>50</b>	<b>Durable goods stores<sup>1</sup></b> .....	<b>89 987</b>	<b>27 550</b>	<b>62 437</b>	<b>84 344</b>	<b>26 142</b>	<b>58 202</b>	<b>8 110</b>	<b>1 402</b>	<b>6 707</b>	<b>9 810</b>	<b>7 900</b>	<b>1 910</b>
501	Motor vehicles and automotive parts and supplies .....	13 934	(S)	7 463	13 160	(S)	7 014	1 126	290	836	1 291	1 074	217
502	Furniture and home furnishings .....	3 627	(S)	3 333	(S)	3 333	(S)	265	44	221	634	570	65
503	Lumber and other construction materials .....	6 579	2 035	4 544	6 360	1 917	4 443	522	103	418	763	581	182
504	Professional and commercial equipment and supplies .....	11 627	2 825	8 803	10 946	2 786	8 160	1 351	214	1 137	1 716	1 463	254
505	Metals and minerals, except petroleum <sup>1</sup> .....	9 848	2 567	7 280	9 420	2 531	6 888	675	94	582	570	384	186
506	Electrical goods .....	11 005	3 666	7 338	9 828	3 292	6 537	963	160	803	1 028	775	253
507	Hardware, and plumbing and heating equipment and supplies .....	4 428	1 710	2 718	4 159	1 517	2 643	382	86	296	847	702	146
508	Machinery, equipment, and supplies .....	18 458	4 945	13 514	17 221	4 742	12 479	1 858	290	1 568	1 830	1 430	399
509	Miscellaneous durable goods .....	10 481	2 190	8 291	9 918	2 179	7 739	967	121	846	1 131	922	209
<b>51</b>	<b>Nondurable goods<sup>1</sup></b> .....	<b>83 281</b>	<b>28 921</b>	<b>54 360</b>	<b>77 598</b>	<b>27 151</b>	<b>50 447</b>	<b>6 311</b>	<b>1 410</b>	<b>4 901</b>	<b>6 841</b>	<b>4 745</b>	<b>2 096</b>
511	Paper and paper products .....	3 712	1 126	2 587	3 440	974	2 466	317	45	271	662	539	123
512	Drugs, drug proprietaries and druggists' sundries .....	2 213	(S)	1 420	1 828	566	1 263	213	(S)	171	248	192	56
513	Apparel, piece goods, and notions .....	4 222	1 481	2 741	4 001	1 391	2 610	400	87	313	870	772	98
514	Groceries and related products .....	23 541	7 682	15 859	22 086	7 642	14 444	1 997	386	1 610	1 947	1 071	876
515	Farm-product raw materials <sup>1</sup> .....	11 405	5 259	6 146	10 800	5 093	5 707	564	230	334	283	151	132
516	Chemicals and allied products .....	6 546	1 956	4 590	5 859	1 598	4 262	536	107	428	396	273	123
517	Petroleum and petroleum products .....	12 497	3 904	8 593	11 699	3 677	8 022	886	226	660	628	448	180
518	Beer, wine and distilled alcoholic beverages .....	4 166	1 507	2 659	3 827	1 439	2 388	322	70	251	405	248	157
519	Miscellaneous nondurable goods .....	14 978	5 213	9 765	14 058	4 772	9 286	1 077	216	862	1 402	1 051	351

Note: Detail may not add to total because of rounding. See table 13 for estimated measures of sampling variability (coefficients of variation).

<sup>1</sup>Sales data for SIC's 5051 pt. and the 515 trade group are reported on a different basis than the 1992 Census of Wholesale Trade. For an explanation of these differences see Method of Estimation in appendix A.

**Table 5. Sales, Annual Payroll, and Employer Costs for Fringe Benefits by Kind of Business: 1992**

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

SIC code	Kind of business	Sales	Operating expenses <sup>1</sup>	Annual payroll <sup>2</sup>	Employer costs for fringe benefits			Annual payroll as percent of—		Employer costs for fringe benefits as percent of—	
					Total	Legally required expenditures	Voluntary expenditures	Sales	Operating expenses	Operating expenses	Annual payroll
	<b>Merchant wholesalers<sup>3</sup></b> .....	<b>1 849 798</b>	<b>317 813</b>	<b>144 792</b>	<b>28 373</b>	<b>14 384</b>	<b>13 989</b>	<b>7.8</b>	<b>45.6</b>	<b>8.9</b>	<b>19.6</b>
<b>50</b>	<b>Durable goods stores<sup>3</sup></b> .....	<b>908 916</b>	<b>190 043</b>	<b>88 120</b>	<b>17 014</b>	<b>8 542</b>	<b>8 472</b>	<b>9.7</b>	<b>46.4</b>	<b>9.0</b>	<b>19.3</b>
501	Motor vehicles and automotive parts and supplies .....	170 849	26 402	10 119	2 264	1 050	1 215	5.9	38.3	8.6	22.4
502	Furniture and home furnishings .....	33 200	9 681	4 425	787	426	361	13.3	45.7	8.1	17.8
503	Lumber and other construction materials .....	63 765	12 026	6 030	1 176	678	497	9.5	50.1	9.8	19.5
504	Professional and commercial equipment and supplies .....	139 629	37 726	17 896	2 984	1 515	1 469	12.8	47.4	7.9	16.7
505	Metals and minerals, except petroleum <sup>3</sup> .....	76 745	11 717	5 483	1 352	607	745	7.1	46.8	11.5	24.7
506	Electrical goods .....	115 387	22 294	10 045	1 871	825	1 046	8.7	45.1	8.4	18.6
507	Hardware, and plumbing and heating equipment and supplies .....	53 063	12 640	6 697	1 236	662	574	12.6	53.0	9.8	18.5
508	Machinery, equipment, and supplies .....	149 216	38 528	19 406	3 987	1 970	2 016	13.0	50.4	10.3	20.5
509	Miscellaneous durable goods .....	107 063	19 030	8 020	1 357	808	548	7.5	42.1	7.1	16.9
<b>51</b>	<b>Nondurable goods<sup>3</sup></b> .....	<b>940 882</b>	<b>127 769</b>	<b>56 671</b>	<b>11 359</b>	<b>5 842</b>	<b>5 517</b>	<b>6.0</b>	<b>44.4</b>	<b>8.9</b>	<b>20.0</b>
511	Paper and paper products .....	54 802	10 993	5 801	1 005	463	541	10.6	52.8	9.1	17.3
512	Drugs, drug proprietaries and druggists' sundries .....	67 069	5 326	2 361	413	206	207	3.5	44.3	7.8	17.5
513	Apparel, piece goods, and notions .....	67 905	15 207	5 864	960	488	472	8.6	38.6	6.3	16.4
514	Groceries and related products .....	279 217	36 997	16 901	3 938	2 029	1 910	6.1	45.7	10.6	23.3
515	Farm-product raw materials <sup>3</sup> .....	106 224	7 460	2 731	637	310	328	2.6	36.6	8.5	23.3
516	Chemicals and allied products .....	39 170	7 983	3 577	703	331	372	9.1	44.8	8.8	19.7
517	Petroleum and petroleum products .....	142 651	10 611	4 332	863	479	384	3.0	40.8	8.1	19.9
518	Beer, wine and distilled alcoholic beverages .....	50 397	8 525	3 938	859	439	419	7.8	46.2	10.1	21.8
519	Miscellaneous nondurable goods .....	133 446	24 666	11 166	1 980	1 097	884	8.4	45.3	8.0	17.7

Note: Detail may not add to total because of rounding. For estimated measures of sampling variability (coefficients of variation) see explanation in appendix A for percentage columns and table 13 for other columns.

<sup>1</sup>Operating expenses are not the same as in other reports from the 1992 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.

<sup>2</sup>Payroll data are not the same as in other reports from the 1992 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.

<sup>3</sup>Sales data for SIC's 5051 pt. and the 515 trade group are reported on a different basis than the 1992 Census of Wholesale Trade. For an explanation of these differences see Method of Estimation in appendix A.

**Table 6. Annual Payroll and Employer Costs for Fringe Benefits by Legal Form of Organization and Kind of Business: 1992**

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

SIC code	Legal form of organization and kind of business <sup>1</sup>	Annual payroll <sup>1</sup>	Employer costs for fringe benefits			Employer costs for fringe benefits as percent of annual payroll
			Total	Legally required expenditures	Voluntary expenditures	
	<b>Merchant wholesalers<sup>2</sup></b> .....	<b>144 792</b>	<b>28 373</b>	<b>14 384</b>	<b>13 989</b>	<b>19.6</b>
	Corporations .....	139 308	27 275	13 786	13 490	19.6
	All other .....	5 484	1 098	599	500	20.0
<b>50</b>	<b>Durable goods<sup>2</sup></b> .....	<b>88 120</b>	<b>17 014</b>	<b>8 542</b>	<b>8 472</b>	<b>19.3</b>
	Corporations .....	85 002	16 439	8 230	8 210	19.3
	All other .....	3 119	575	313	(S)	18.4
<b>51</b>	<b>Nondurable goods<sup>2</sup></b> .....	<b>56 671</b>	<b>11 359</b>	<b>5 842</b>	<b>5 517</b>	<b>20.0</b>
	Corporations .....	54 306	10 836	5 556	5 280	20.0
	All other .....	2 365	523	286	237	22.1

Note: Detail may not add to total because of rounding. For estimated measures of sampling variability (coefficients of variation) see explanation in appendix A for percentage columns and table 13 for other columns.

<sup>1</sup>Payroll data are not the same as in other reports from the 1992 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.

<sup>2</sup>Sales data for SIC's 5051 pt. and the 515 trade group are reported on a different basis than the 1992 Census of Wholesale Trade. For an explanation of these differences see Method of Estimation in appendix A.

**Table 7. Operating Expenses by Type and by Kind of Business: 1992**

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

SIC code	Kind of business	Operating expenses <sup>1</sup>	Annual payroll <sup>2</sup>		Employer costs for fringe benefits		Taxes and license fees		Depreciation and amortization charges		Lease and rental payments		
			Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	
50	Merchant wholesalers <sup>4</sup> . . . . .	317 813	144 792	45.6	28 373	8.9	4 988	1.6	14 420	4.5	16 651	5.2	
	Durable goods stores <sup>4</sup> . . . . .	190 043	88 120	46.4	17 014	9.0	2 483	1.3	8 110	4.3	9 810	5.2	
501	Motor vehicles and automotive parts and supplies . . . . .	26 402	10 119	38.3	2 264	8.6	358	1.4	1 126	4.3	1 291	4.9	
502	Furniture and home furnishings . . . . .	9 681	4 425	45.7	787	8.1	(S)	(S)	265	2.7	634	6.6	
503	Lumber and other construction materials . . . . .	12 026	6 030	50.1	1 176	9.8	150	1.2	522	4.3	763	6.3	
504	Professional and commercial equipment and supplies . . . . .	37 726	17 896	47.4	2 984	7.9	(S)	(S)	1 351	3.6	1 716	4.5	
505	Metals and minerals, except petroleum <sup>4</sup> . . . . .	11 717	5 483	46.8	1 352	11.5	232	2.0	675	5.8	570	4.9	
506	Electrical goods . . . . .	22 294	10 045	45.1	1 871	8.4	232	1.0	963	4.3	1 028	4.6	
507	Hardware, and plumbing and heating equipment and supplies . . . . .	12 640	6 697	53.0	1 236	9.8	130	1.0	382	3.0	847	6.7	
508	Machinery, equipment, and supplies . . . . .	38 528	19 406	50.4	3 987	10.3	433	1.1	1 858	4.8	1 830	4.7	
509	Miscellaneous durable goods . . . . .	19 030	8 020	42.1	1 357	7.1	251	1.3	967	5.1	1 131	5.9	
51	Nondurable goods <sup>4</sup> . . . . .	127 769	56 671	44.4	11 359	8.9	2 506	2.0	6 311	4.9	6 841	5.4	
511	Paper and paper products . . . . .	10 993	5 801	52.8	1 005	9.1	141	1.3	317	2.9	662	6.0	
512	Drugs, drug proprietaries and druggists' sundries . . . . .	5 326	2 361	44.3	413	7.8	66	1.2	213	4.0	248	4.6	
513	Apparel, piece goods, and notions . . . . .	15 207	5 864	38.6	960	6.3	(S)	(S)	400	2.6	870	5.7	
514	Groceries and related products . . . . .	36 997	16 901	45.7	3 938	10.6	559	1.5	1 997	5.4	1 947	5.3	
515	Farm-product raw materials <sup>4</sup> . . . . .	7 460	2 731	36.6	637	8.5	153	2.0	564	7.6	283	3.8	
516	Chemicals and allied products . . . . .	7 983	3 577	44.8	703	8.8	100	1.3	536	6.7	396	5.0	
517	Petroleum and petroleum products . . . . .	10 611	4 332	40.8	863	8.1	(S)	(S)	886	8.4	628	5.9	
518	Beer, wine and distilled alcoholic beverages . . . . .	8 525	3 938	46.2	859	10.1	(S)	(S)	322	3.8	405	4.8	
519	Miscellaneous nondurable goods . . . . .	24 666	11 166	45.3	1 980	8.0	(S)	(S)	1 077	4.4	1 402	5.7	
SIC code	Kind of business	Telephone and other purchased communications		Purchased utilities <sup>3</sup>		Purchased office supplies		Purchased packaging and other materials		Advertising services		Commissions paid	
		Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
50	Merchant wholesalers <sup>4</sup> . . . . .	6 434	2.0	5 872	1.8	4 300	1.4	4 288	1.3	10 881	3.4	7 602	2.4
	Durable goods stores <sup>4</sup> . . . . .	4 551	2.4	2 948	1.6	2 626	1.4	2 158	1.1	7 856	4.1	4 365	2.3
501	Motor vehicles and automotive parts and supplies . . . . .	494	1.9	394	1.5	215	.8	265	1.0	2 849	10.8	273	1.0
502	Furniture and home furnishings . . . . .	170	1.8	144	1.5	127	1.3	(S)	(S)	(S)	(S)	469	4.8
503	Lumber and other construction materials . . . . .	263	2.2	260	2.2	148	1.2	132	1.1	178	1.5	(S)	(S)
504	Professional and commercial equipment and supplies . . . . .	1 249	3.3	336	.9	559	1.5	(S)	(S)	1 705	4.5	711	1.9
505	Metals and minerals, except petroleum <sup>4</sup> . . . . .	214	1.8	286	2.4	114	1.0	(S)	(S)	54	.5	108	.9
506	Electrical goods . . . . .	487	2.2	(S)	(S)	331	1.5	140	.6	785	3.5	1 106	5.0
507	Hardware, and plumbing and heating equipment and supplies . . . . .	321	2.5	195	1.5	219	1.7	101	.8	265	2.1	(S)	(S)
508	Machinery, equipment, and supplies . . . . .	982	2.5	536	1.4	667	1.7	401	1.0	701	1.8	813	2.1
509	Miscellaneous durable goods . . . . .	372	2.0	431	2.3	246	1.3	279	1.5	911	4.8	658	3.5
51	Nondurable goods <sup>4</sup> . . . . .	1 883	1.5	2 925	2.3	1 674	1.3	2 130	1.7	3 025	2.4	3 237	2.5
511	Paper and paper products . . . . .	240	2.2	172	1.6	152	1.4	(S)	(S)	153	1.4	(S)	(S)
512	Drugs, drug proprietaries and druggists' sundries . . . . .	96	1.8	81	1.5	93	1.7	81	1.5	(S)	(S)	(S)	(S)
513	Apparel, piece goods, and notions . . . . .	189	1.2	188	1.2	185	1.2	208	1.4	610	4.0	885	5.8
514	Groceries and related products . . . . .	421	1.1	1 062	2.9	401	1.1	(S)	(S)	842	2.3	488	1.3
515	Farm-product raw materials <sup>4</sup> . . . . .	(S)	(S)	385	5.2	80	1.1	86	1.2	58	.8	(S)	(S)
516	Chemicals and allied products . . . . .	144	1.8	159	2.0	95	1.2	(S)	(S)	100	1.3	114	1.4
517	Petroleum and petroleum products . . . . .	158	1.5	253	2.4	142	1.3	(S)	(S)	101	1.0	226	2.1
518	Beer, wine and distilled alcoholic beverages . . . . .	75	.9	120	1.4	78	.9	83	1.0	414	4.9	(S)	(S)
519	Miscellaneous nondurable goods . . . . .	450	1.8	504	2.0	(S)	(S)	(S)	(S)	572	2.3	(S)	(S)

See footnotes at end of table.

**Table 7. Operating Expenses by Type and by Kind of Business: 1992—Con.**

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

SIC code	Kind of business	Contract work		Purchased repair services		Cost of purchased legal services		Cost of purchased accounting, auditing, and bookkeeping services		Cost of data processing and other computer-related services		Other operating expenses	
		Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
	<b>Merchant wholesalers<sup>4</sup> . . . . .</b>	<b>4 533</b>	<b>1.4</b>	<b>5 506</b>	<b>1.7</b>	<b>2 434</b>	<b>.8</b>	<b>2 414</b>	<b>.8</b>	<b>1 296</b>	<b>.4</b>	<b>53 029</b>	<b>16.7</b>
<b>50</b>	<b>Durable goods stores<sup>4</sup> . . . . .</b>	<b>2 592</b>	<b>1.4</b>	<b>2 638</b>	<b>1.4</b>	<b>1 460</b>	<b>.8</b>	<b>1 563</b>	<b>.8</b>	<b>837</b>	<b>.4</b>	<b>30 913</b>	<b>16.3</b>
501	Motor vehicles and automotive parts and supplies . . . . .	(S)	(S)	286	1.1	219	.8	(S)	(S)	151	.6	5 530	20.9
502	Furniture and home furnishings . . . . .	360	3.7	97	1.0	58	.6	88	.9	25	.3	(S)	(S)
503	Lumber and other construction materials . . . . .	194	1.6	289	2.4	94	.8	80	.7	(S)	(S)	1 593	13.2
504	Professional and commercial equipment and supplies . . . . .	(S)	(S)	353	.9	220	.6	217	.6	154	.4	6 644	17.6
505	Metals and minerals, except petroleum <sup>4</sup> . . . . .	(S)	(S)	302	2.6	75	.6	72	.6	33	.3	1 536	13.1
506	Electrical goods . . . . .	(S)	(S)	205	.9	(S)	(S)	167	.8	117	.5	4 092	18.4
507	Hardware, and plumbing and heating equipment and supplies . . . . .	(S)	(S)	143	1.1	80	.6	113	.9	45	.4	1 628	12.9
508	Machinery, equipment, and supplies . . . . .	(S)	(S)	516	1.3	278	.7	300	.8	216	.6	5 286	13.7
509	Miscellaneous durable goods . . . . .	(S)	(S)	447	2.3	225	1.2	176	.9	49	.3	3 232	17.0
<b>51</b>	<b>Nondurable goods<sup>4</sup> . . . . .</b>	<b>1 941</b>	<b>1.5</b>	<b>2 868</b>	<b>2.2</b>	<b>974</b>	<b>.8</b>	<b>851</b>	<b>.7</b>	<b>459</b>	<b>.4</b>	<b>22 116</b>	<b>17.3</b>
511	Paper and paper products . . . . .	(S)	(S)	115	1.0	50	.5	74	.7	42	.4	1 566	14.2
512	Drugs, drug proprietaries and druggists' sundries . . . . .	(S)	(S)	57	1.1	55	1.0	(S)	(S)	(S)	(S)	1 180	22.2
513	Apparel, piece goods, and notions . . . . .	(S)	(S)	126	.8	169	1.1	124	.8	53	.3	3 133	20.6
514	Groceries and related products . . . . .	(S)	(S)	934	2.5	217	.6	178	.5	125	.3	5 814	15.7
515	Farm-product raw materials <sup>4</sup> . . . . .	106	1.4	393	5.3	(S)	(S)	53	.7	(S)	(S)	(S)	(S)
516	Chemicals and allied products . . . . .	(S)	(S)	191	2.4	60	.8	59	.7	(S)	(S)	1 395	17.5
517	Petroleum and petroleum products . . . . .	(S)	(S)	419	3.9	105	1.0	75	.7	47	.4	1 896	17.9
518	Beer, wine and distilled alcoholic beverages . . . . .	13	.2	152	1.8	53	.6	48	.6	24	.3	1 595	18.7
519	Miscellaneous nondurable goods . . . . .	(S)	(S)	482	2.0	186	.8	193	.8	77	.3	3 971	16.1

Note: Detail may not add to total because of rounding. For estimated measures of sampling variability (coefficients of variation) see explanation in appendix A for percentage columns and table 13 for other columns.

<sup>1</sup>Operating expenses are not the same as in other reports from the 1992 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.

<sup>2</sup>Payroll data are not the same as in other reports from the 1992 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.

<sup>3</sup>These data represent only utilities which were purchased by firms in 1992, and exclude those utility costs which were part of normal lease and rental payments or franchise fees.

<sup>4</sup>Sales data for SIC's 5051 pt. and the 515 trade group are reported on a different basis than the 1992 Census of Wholesale Trade. For an explanation of these differences see Method of Estimation in appendix A.

**Table 8. Detailed Purchased Utilities by Kind of Business: 1992**

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

SIC code	Kind of business	Operating expenses <sup>1</sup>	Cost of purchased utilities <sup>2</sup>			
			All utilities	Electricity	Fuels (nonhighway)	Water, sewer, and other utilities
	<b>Merchant wholesalers<sup>3</sup> . . . . .</b>	<b>317 813</b>	<b>5 872</b>	<b>3 872</b>	<b>1 310</b>	<b>690</b>
<b>50</b>	<b>Durable goods stores<sup>3</sup> . . . . .</b>	<b>190 043</b>	<b>2 948</b>	<b>1 969</b>	<b>586</b>	<b>392</b>
501	Motor vehicles and automotive parts and supplies . . . . .	26 402	394	264	71	59
502	Furniture and home furnishings . . . . .	9 681	144	99	30	16
503	Lumber and other construction materials . . . . .	12 026	260	163	60	37
504	Professional and commercial equipment and supplies . . . . .	37 726	336	251	41	45
505	Metals and minerals, except petroleum <sup>3</sup> . . . . .	11 717	286	190	(S)	29
506	Electrical goods . . . . .	22 294	(S)	(S)	(S)	(S)
507	Hardware, and plumbing and heating equipment and supplies . . . . .	12 640	195	123	49	23
508	Machinery, equipment, and supplies . . . . .	38 528	536	367	96	73
509	Miscellaneous durable goods . . . . .	19 030	431	248	114	69
<b>51</b>	<b>Nondurable goods<sup>3</sup> . . . . .</b>	<b>127 769</b>	<b>2 925</b>	<b>1 902</b>	<b>724</b>	<b>298</b>
511	Paper and paper products . . . . .	10 993	172	131	27	15
512	Drugs, drug proprietaries and druggists' sundries . . . . .	5 326	81	59	15	7
513	Apparel, piece goods, and notions . . . . .	15 207	188	128	39	22
514	Groceries and related products . . . . .	36 997	1 062	700	247	115
515	Farm-product raw materials <sup>3</sup> . . . . .	7 460	385	(S)	(S)	(S)
516	Chemicals and allied products . . . . .	7 983	159	98	36	24
517	Petroleum and petroleum products . . . . .	10 611	253	160	65	29
518	Beer, wine and distilled alcoholic beverages . . . . .	8 525	120	75	(S)	12
519	Miscellaneous nondurable goods . . . . .	24 666	504	319	134	50

Note: Detail may not add to total because of rounding. See table 13 for estimated measures of sampling variability (coefficients of variation).

<sup>1</sup>Operating expenses are not the same as in other reports from the 1992 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.

<sup>2</sup>These data represent only utilities which were purchased by firms in 1992, and exclude those utility costs which were part of normal lease and rental payments or franchise fees.

<sup>3</sup>Sales data for SIC's 5051 pt. and the 515 trade group are reported on a different basis than the 1992 Census of Wholesale Trade. For an explanation of these differences see Method of Estimation in appendix A.

**Table 9. Detailed Repair Services by Kind of Business: 1992**

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

SIC code	Kind of business	Operating expenses <sup>1</sup>	Purchased repair services			Acquisition value of depreciable assets at end of 1992	Capital expenditures (other than land)
			Total	Buildings, structures, and related facilities	Machinery, equipment, and other		
	<b>Merchant wholesalers<sup>2</sup></b> .....	<b>317 813</b>	<b>5 506</b>	<b>1 524</b>	<b>3 983</b>	<b>173 269</b>	<b>18 030</b>
<b>50</b>	<b>Durable goods stores<sup>2</sup></b> .....	<b>190 043</b>	<b>2 638</b>	<b>773</b>	<b>1 865</b>	<b>89 987</b>	<b>9 687</b>
501	Motor vehicles and automotive parts and supplies .....	26 402	286	114	172	13 934	1 094
502	Furniture and home furnishings .....	9 681	97	31	67	3 627	358
503	Lumber and other construction materials .....	12 026	289	62	227	6 579	622
504	Professional and commercial equipment and supplies .....	37 726	353	116	237	11 627	1 679
505	Metals and minerals, except petroleum <sup>2</sup> .....	11 717	302	57	245	9 848	747
506	Electrical goods .....	22 294	205	82	122	11 005	1 561
507	Hardware, and plumbing and heating equipment and supplies .....	12 640	143	56	87	4 428	462
508	Machinery, equipment, and supplies .....	38 528	516	(S)	(S)	18 458	2 164
509	Miscellaneous durable goods .....	19 030	447	75	372	10 481	1 000
<b>51</b>	<b>Nondurable goods<sup>2</sup></b> .....	<b>127 769</b>	<b>2 868</b>	<b>751</b>	<b>2 118</b>	<b>83 281</b>	<b>8 343</b>
511	Paper and paper products .....	10 993	115	34	81	3 712	379
512	Drugs, drug proprietaries and druggists' sundries .....	5 326	57	18	39	2 213	(S)
513	Apparel, piece goods, and notions .....	15 207	126	34	92	4 222	410
514	Groceries and related products .....	36 997	934	199	735	23 541	2 315
515	Farm-product raw materials <sup>2</sup> .....	7 460	393	152	241	11 405	748
516	Chemicals and allied products .....	7 983	191	41	151	6 546	862
517	Petroleum and petroleum products .....	10 611	419	114	305	12 497	1 306
518	Beer, wine and distilled alcoholic beverages .....	8 525	152	38	115	4 166	(S)
519	Miscellaneous nondurable goods .....	24 666	482	122	360	14 978	1 423

Note: Detail may not add to total because of rounding. See table 13 for estimated measures of sampling variability (coefficients of variation).

<sup>1</sup>Operating expenses are not the same as in other reports from the 1992 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.

<sup>2</sup>Sales data for SIC's 5051 pt. and the 515 trade group are reported on a different basis than the 1992 Census of Wholesale Trade. For an explanation of these differences see Method of Estimation in appendix A.

**Table 10. Sales, Cost of Goods Sold, and Measures of Value Produced by Kind of Business: 1992**

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

SIC code	Kind of business	Sales	Cost of goods sold	Gross margin		Value added		Net income produced at—				Annual payroll <sup>1</sup>	
				Amount	Percent of sales	Amount	Percent of sales	Market prices		Factor cost		Amount	Percent of sales
								Amount	Percent of sales	Amount	Percent of sales		
	<b>Merchant wholesalers<sup>2</sup></b> .....	<b>1 849 798</b>	<b>1 469 268</b>	<b>380 530</b>	<b>20.6</b>	<b>362 227</b>	<b>19.6</b>	<b>255 290</b>	<b>13.8</b>	<b>235 882</b>	<b>12.8</b>	<b>144 792</b>	<b>7.8</b>
<b>50</b>	<b>Durable goods stores<sup>2</sup></b> .....	<b>908 916</b>	<b>681 924</b>	<b>226 992</b>	<b>25.0</b>	<b>217 060</b>	<b>23.9</b>	<b>152 675</b>	<b>16.8</b>	<b>142 083</b>	<b>15.6</b>	<b>88 120</b>	<b>9.7</b>
501	Motor vehicles and automotive parts and supplies .....	170 849	137 904	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	10 119	5.9
502	Furniture and home furnishings .....	33 200	21 339	11 861	35.7	11 114	33.5	7 776	23.4	7 392	22.3	4 425	13.3
503	Lumber and other construction materials .....	63 765	48 733	15 032	23.6	14 335	22.5	10 883	17.1	10 211	16.0	6 030	9.5
504	Professional and commercial equipment and supplies .....	139 629	96 455	43 174	30.9	41 273	29.6	28 259	20.2	26 328	18.9	17 896	12.8
505	Metals and minerals, except petroleum <sup>2</sup> .....	76 745	61 071	15 674	20.4	14 690	19.1	11 699	15.2	10 792	14.1	5 483	7.1
506	Electrical goods .....	115 387	87 006	28 381	24.6	27 440	23.8	19 198	16.6	18 004	15.6	10 045	8.7
507	Hardware, and plumbing and heating equipment and supplies .....	53 063	38 365	14 698	27.7	14 087	26.5	10 503	19.8	9 991	18.8	6 697	12.6
508	Machinery, equipment, and supplies .....	149 216	107 459	41 757	28.0	39 906	26.7	28 912	19.4	26 621	17.8	19 406	13.0
509	Miscellaneous durable goods .....	107 063	83 592	23 471	21.9	22 304	20.8	15 035	14.0	13 817	12.9	8 020	7.5
<b>51</b>	<b>Nondurable goods<sup>2</sup></b> .....	<b>940 882</b>	<b>787 344</b>	<b>153 538</b>	<b>16.3</b>	<b>145 167</b>	<b>15.4</b>	<b>102 615</b>	<b>10.9</b>	<b>93 799</b>	<b>10.0</b>	<b>56 671</b>	<b>6.0</b>
511	Paper and paper products .....	54 802	42 505	12 297	22.4	11 815	21.6	8 567	15.6	8 110	14.8	5 801	10.6
512	Drugs, drug proprietaries and druggists' sundries .....	67 069	59 565	7 504	11.2	7 207	10.7	5 232	7.8	4 953	7.4	2 361	3.5
513	Apparel, piece goods, and notions .....	67 905	48 067	19 838	29.2	18 180	26.8	12 000	17.7	11 455	16.9	5 864	8.6
514	Groceries and related products .....	279 217	237 960	41 257	14.8	38 737	13.9	27 656	9.9	25 100	9.0	16 901	6.1
515	Farm-product raw materials <sup>2</sup> .....	106 224	96 133	10 091	9.5	9 459	8.9	6 716	6.3	5 999	5.6	2 731	2.6
516	Chemicals and allied products .....	39 170	29 641	9 529	24.3	8 981	22.9	6 461	16.5	5 826	14.9	3 577	9.1
517	Petroleum and petroleum products .....	142 651	129 904	12 747	8.9	12 259	8.6	8 575	6.0	7 331	5.1	4 332	3.0
518	Beer, wine and distilled alcoholic beverages .....	50 397	38 409	11 988	23.8	11 707	23.2	8 881	17.6	8 260	16.4	3 938	7.8
519	Miscellaneous nondurable goods .....	133 446	105 160	28 286	21.2	26 822	20.1	18 528	13.9	16 766	12.6	11 166	8.4

Note: Detail may not add to total because of rounding. For estimated measures of sampling variability (coefficients of variation) see explanation in appendix A for percentage columns and table 13 for other columns.

<sup>1</sup>Payroll data are not the same as in other reports from the 1992 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.

<sup>2</sup>Sales data for SIC's 5051 pt. and the 515 trade group are reported on a different basis than the 1992 Census of Wholesale Trade. For an explanation of these differences see Method of Estimation in appendix A.

**Table 11. Sales, Cost of Goods Sold, Measures of Value Produced, and Annual Payroll by Legal Form of Organization: 1992**

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

SIC code	Legal form of organization	Sales	Cost of goods sold	Gross margin		Value added		Net income produced at—				Annual payroll <sup>1</sup>	
				Amount	Percent of sales	Amount	Percent of sales	Market prices		Factor cost		Amount	Percent of sales
								Amount	Percent of sales	Amount	Percent of sales		
	<b>Merchant wholesalers<sup>2</sup></b> .....	<b>1 849 798</b>	<b>1 469 268</b>	<b>380 530</b>	<b>20.6</b>	<b>362 227</b>	<b>19.6</b>	<b>255 290</b>	<b>13.8</b>	<b>235 882</b>	<b>12.8</b>	<b>144 792</b>	<b>7.8</b>
	Corporations .....	1 765 899	1 408 702	357 198	20.2	340 108	19.3	238 043	13.5	219 644	12.4	139 308	7.9
	All other .....	83 898	60 566	23 332	27.8	22 119	26.4	17 247	20.6	16 238	19.4	5 484	6.5
<b>50</b>	<b>Durable goods<sup>2</sup></b> .....	<b>908 916</b>	<b>681 924</b>	<b>226 992</b>	<b>25.0</b>	<b>217 060</b>	<b>23.9</b>	<b>152 675</b>	<b>16.8</b>	<b>142 083</b>	<b>15.6</b>	<b>88 120</b>	<b>9.7</b>
	Corporations .....	877 893	660 956	216 937	24.7	207 714	23.7	146 196	16.7	136 019	15.5	85 002	9.7
	All other .....	31 024	20 968	10 055	32.4	9 347	30.1	(S)	(S)	(S)	(S)	3 119	10.1
<b>51</b>	<b>Nondurable goods<sup>2</sup></b> .....	<b>940 882</b>	<b>787 344</b>	<b>153 538</b>	<b>16.3</b>	<b>145 167</b>	<b>15.4</b>	<b>102 615</b>	<b>10.9</b>	<b>93 799</b>	<b>10.0</b>	<b>56 671</b>	<b>6.0</b>
	Corporations .....	888 007	747 746	140 261	15.8	132 394	14.9	91 848	10.3	83 625	9.4	54 306	6.1
	All other .....	52 875	39 598	13 277	25.1	12 773	24.2	10 767	20.4	10 174	19.2	2 365	4.5

Note: Detail may not add to total because of rounding. For estimated measures of sampling variability (coefficients of variation) see explanation in appendix A for percentage columns and table 13 for other columns.

<sup>1</sup>Payroll data are not the same as in other reports from the 1992 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.

<sup>2</sup>Sales data for SIC's 5051 pt. and the 515 trade group are reported on a different basis than the 1992 Census of Wholesale Trade. For an explanation of these differences see Method of Estimation in appendix A.

**Table 12. Acquisition Value of Depreciable Assets, Capital Expenditures, Sales, and Total Operating Expenses of Corporations by Kind of Business: 1992**

[Dollar amounts are in millions. Data are shown only for establishments with payroll. For meaning of abbreviations and symbols, see introductory text]

SIC code	Kind of business	Acquisition value of depreciable assets at—		Capital expenditures (other than land)	Sales	Purchases of merchandise for resale	Operating expenses <sup>1</sup>
		End of 1992	End of 1991				
	<b>Merchant wholesalers<sup>2</sup></b> .....	<b>162 466</b>	<b>151 882</b>	<b>17 045</b>	<b>1 765 899</b>	<b>1 401 366</b>	<b>304 137</b>
<b>50</b>	<b>Durable goods stores<sup>2</sup></b> .....	<b>86 308</b>	<b>80 929</b>	<b>9 327</b>	<b>877 893</b>	<b>657 192</b>	<b>182 359</b>
501	Motor vehicles and automotive parts and supplies .....	13 191	12 459	1 037	164 836	127 306	24 890
502	Furniture and home furnishings .....	3 475	3 206	331	31 892	20 658	9 299
503	Lumber and other construction materials .....	6 276	6 072	590	60 602	46 785	11 372
504	Professional and commercial equipment and supplies .....	11 328	10 673	1 642	135 864	94 134	36 491
505	Metals and minerals, except petroleum <sup>2</sup> .....	9 491	9 091	713	74 949	59 657	11 316
506	Electrical goods .....	10 693	9 552	1 512	112 496	86 019	21 597
507	Hardware, and plumbing and heating equipment and supplies .....	4 275	4 022	443	51 499	37 654	12 288
508	Machinery, equipment, and supplies .....	17 610	16 416	2 103	143 884	103 961	37 196
509	Miscellaneous durable goods .....	9 968	9 436	956	101 872	81 018	17 910
<b>51</b>	<b>Nondurable goods<sup>2</sup></b> .....	<b>76 158</b>	<b>70 953</b>	<b>7 718</b>	<b>888 007</b>	<b>744 174</b>	<b>121 778</b>
511	Paper and paper products .....	3 575	3 307	372	53 266	41 642	10 644
512	Drugs, drug proprietaries and druggists' sundries .....	2 175	1 797	(S)	66 221	60 139	5 252
513	Apparel, piece goods, and notions .....	4 083	3 867	398	65 363	47 212	14 647
514	Groceries and related products .....	22 283	20 971	2 145	261 317	222 074	35 188
515	Farm-product raw materials <sup>2</sup> .....	8 928	8 441	617	95 772	85 838	6 574
516	Chemicals and allied products .....	6 458	5 778	853	38 354	29 314	7 804
517	Petroleum and petroleum products .....	11 836	11 088	1 238	135 745	123 607	10 044
518	Beer, wine and distilled alcoholic beverages .....	3 937	3 623	(S)	46 990	35 331	8 010
519	Miscellaneous nondurable goods .....	12 883	12 082	1 237	124 980	99 016	23 615

Note: Detail may not add to total because of rounding. See table 13 for estimated measures of sampling variability (coefficients of variation).

<sup>1</sup>Operating expenses are not the same as in other reports from the 1992 Census of Wholesale Trade due to their sample basis and inclusion of auxiliaries.

<sup>2</sup>Sales data for SIC's 5051 pt. and the 515 trade group are reported on a different basis than the 1992 Census of Wholesale Trade. For an explanation of these differences see Method of Estimation in appendix A.

**Table 13. Estimated Relative Standard Errors by Kind of Business: 1992**

[Coefficient of variation in percent. For meaning of abbreviations and symbols, see introductory text]

SIC code	Kind of business	Capital expenditures (other than land)							All other new capital expenditures	Used capital expenditures
		Total	New capital expenditures	New buildings, structures, and related facilities	New highway vehicles	New computer hardware and data processing equipment				
	<b>Merchant wholesalers<sup>1</sup></b> .....	<b>2.7</b>	<b>2.8</b>	<b>5.9</b>	<b>3.6</b>	<b>4.6</b>	<b>4.0</b>	<b>7.1</b>		
<b>50</b>	<b>Durable goods stores<sup>1</sup></b> .....	<b>4.0</b>	<b>4.0</b>	<b>6.7</b>	<b>4.2</b>	<b>6.8</b>	<b>6.2</b>	<b>11.5</b>		
501	Motor vehicles and automotive parts and supplies .....	12.7	13.2	*	10.9	*	17.6	*		
502	Furniture and home furnishings .....	9.3	7.9	*	*	*	*	*		
503	Lumber and other construction materials .....	6.2	6.1	*	11.1	8.3	6.7	*		
504	Professional and commercial equipment and supplies .....	11.1	11.3	*	*	11.9	16.1	11.5		
505	Metals and minerals, except petroleum <sup>1</sup> .....	5.2	5.6	12.4	12.1	7.6	8.6	*		
506	Electrical goods .....	7.7	7.8	8.4	12.7	8.9	8.9	*		
507	Hardware, and plumbing and heating equipment and supplies .....	8.8	8.9	11.4	13.4	10.7	10.0	17.3		
508	Machinery, equipment, and supplies .....	12.0	11.8	10.6	8.3	*	*	*		
509	Miscellaneous durable goods .....	8.9	9.0	10.6	9.4	12.9	14.6	*		
	<b>Nondurable goods<sup>1</sup></b> .....	<b>3.6</b>	<b>3.6</b>	<b>9.1</b>	<b>5.7</b>	<b>4.1</b>	<b>4.1</b>	<b>8.7</b>		
511	Paper and paper products .....	6.4	6.0	6.4	16.2	8.1	9.3	*		
512	Drugs, drug proprietaries and druggists' sundries .....	*	*	*	*	8.4	14.5	7.6		
513	Apparel, piece goods, and notions .....	5.6	5.5	14.1	*	7.6	6.6	*		
514	Groceries and related products .....	5.0	5.2	7.6	12.2	7.9	9.4	*		
515	Farm-product raw materials <sup>1</sup> .....	13.3	12.8	16.1	17.4	14.6	12.9	*		
516	Chemicals and allied products .....	15.0	15.1	*	14.8	11.1	14.6	*		
517	Petroleum and petroleum products .....	7.1	6.9	14.5	10.3	7.9	6.9	*		
518	Beer, wine and distilled alcoholic beverages .....	*	*	*	*	17.8	17.6	*		
519	Miscellaneous nondurable goods .....	9.2	8.7	12.1	9.1	13.3	*	*		

SIC code	Kind of business	Acquisition value of depreciable assets						Deductions from depreciable assets	Depreciation charges		
		End of 1992			End of 1991				Total	Buildings, structures, and related facilities	Machinery, equipment, and other
		Total	Buildings, structures, and related facilities	Machinery, equipment, and other	Total	Buildings, structures, and related facilities	Machinery, equipment, and other				
	<b>Merchant wholesalers<sup>1</sup></b> .....	<b>1.9</b>	<b>3.5</b>	<b>1.8</b>	<b>1.9</b>	<b>3.6</b>	<b>1.9</b>	<b>4.3</b>	<b>1.9</b>	<b>2.7</b>	<b>2.2</b>
<b>50</b>	<b>Durable goods stores<sup>1</sup></b> .....	<b>2.8</b>	<b>6.5</b>	<b>2.5</b>	<b>2.8</b>	<b>6.6</b>	<b>2.6</b>	<b>5.7</b>	<b>2.4</b>	<b>4.4</b>	<b>2.8</b>
501	Motor vehicles and automotive parts and supplies .....	12.1	*	6.4	12.2	*	6.5	15.7	5.4	16.4	6.1
502	Furniture and home furnishings .....	5.8	*	*	6.4	*	*	9.1	5.3	6.9	5.9
503	Lumber and other construction materials .....	4.5	5.6	6.2	4.7	5.3	6.4	13.8	5.5	9.0	6.2
504	Professional and commercial equipment and supplies .....	8.6	11.4	8.5	9.1	9.6	10.6	8.3	7.0	13.6	7.4
505	Metals and minerals, except petroleum <sup>1</sup> .....	4.8	5.6	5.4	5.0	5.6	5.6	*	9.3	5.5	10.4
506	Electrical goods .....	4.7	5.6	5.7	4.7	5.8	5.8	15.0	5.8	5.0	6.4
507	Hardware, and plumbing and heating equipment and supplies .....	6.0	11.4	4.0	6.0	11.0	5.0	16.2	4.7	10.1	4.7
508	Machinery, equipment, and supplies .....	5.9	9.3	5.9	5.4	9.5	5.1	12.6	5.6	7.0	6.7
509	Miscellaneous durable goods .....	7.5	10.0	8.3	8.0	10.3	9.0	*	8.6	6.6	10.0
	<b>Nondurable goods<sup>1</sup></b> .....	<b>2.4</b>	<b>2.9</b>	<b>2.6</b>	<b>2.4</b>	<b>3.1</b>	<b>2.7</b>	<b>6.4</b>	<b>3.0</b>	<b>3.3</b>	<b>3.4</b>
511	Paper and paper products .....	3.7	6.6	3.9	4.1	7.1	4.5	12.2	5.7	10.6	6.3
512	Drugs, drug proprietaries and druggists' sundries .....	12.1	*	9.4	9.2	15.3	9.4	*	10.4	*	10.5
513	Apparel, piece goods, and notions .....	9.3	13.4	8.0	9.7	13.7	8.6	7.3	6.6	8.8	6.8
514	Groceries and related products .....	4.8	4.2	5.6	5.1	4.9	6.4	10.7	7.7	6.6	8.6
515	Farm-product raw materials <sup>1</sup> .....	6.1	6.2	6.8	5.8	6.5	6.3	6.8	5.1	5.8	5.5
516	Chemicals and allied products .....	6.9	6.8	8.2	7.5	7.4	7.9	16.3	8.5	8.5	10.4
517	Petroleum and petroleum products .....	6.0	7.6	6.1	6.0	8.6	5.7	*	5.7	9.9	5.8
518	Beer, wine and distilled alcoholic beverages .....	8.4	10.4	8.5	8.6	10.4	8.8	*	10.5	11.5	10.8
519	Miscellaneous nondurable goods .....	7.4	9.8	7.6	6.8	10.5	6.9	*	5.9	10.1	5.9

See footnotes at end of table.



**Table 13. Estimated Relative Standard Errors by Kind of Business: 1992—Con.**

[Coefficient of variation in percent. For meaning of abbreviations and symbols, see introductory text]

SIC code	Kind of business	Operating expenses	Annual payroll	Employer cost for fringe benefits (other than land)			Lease and rental payments			
				Total	Legally required	Voluntary programs	Total	Buildings, structures, and related facilities	Machinery, equipment, and other	
	<b>Merchant wholesalers<sup>1</sup> .....</b>	<b>1.0</b>	<b>1.1</b>	<b>1.3</b>	<b>1.4</b>	<b>1.5</b>	<b>1.5</b>	<b>1.6</b>	<b>3.0</b>	
<b>50</b>	<b>Durable goods stores<sup>1</sup> .....</b>	<b>1.3</b>	<b>1.5</b>	<b>1.8</b>	<b>1.9</b>	<b>2.2</b>	<b>1.8</b>	<b>1.9</b>	<b>3.6</b>	
501	Motor vehicles and automotive parts and supplies .....	4.9	5.4	6.6	5.9	7.8	6.0	6.1	13.0	
502	Furniture and home furnishings .....	3.5	4.2	5.9	5.9	6.4	3.9	3.7	8.2	
503	Lumber and other construction materials .....	2.1	3.1	3.5	4.1	6.4	5.5	6.8	11.6	
504	Professional and commercial equipment and supplies .....	3.7	4.7	4.9	5.1	6.1	4.5	5.1	8.0	
505	Metals and minerals, except petroleum <sup>1</sup> .....	4.6	4.4	5.4	5.5	6.0	6.8	9.2	5.8	
506	Electrical goods .....	3.3	4.5	5.5	6.4	6.7	4.7	5.6	11.7	
507	Hardware, and plumbing and heating equipment and supplies .....	1.9	3.3	3.3	2.9	5.8	5.4	6.4	8.3	
508	Machinery, equipment, and supplies .....	2.3	2.3	3.7	4.7	3.9	4.4	3.7	9.8	
509	Miscellaneous durable goods .....	4.7	5.7	4.9	5.1	6.4	5.8	6.6	9.0	
	<b>Nondurable goods<sup>1</sup> .....</b>	<b>1.5</b>	<b>1.6</b>	<b>1.7</b>	<b>2.2</b>	<b>1.8</b>	<b>2.6</b>	<b>2.8</b>	<b>4.7</b>	
511	Paper and paper products .....	3.2	4.5	4.4	3.7	5.6	4.1	3.9	8.5	
512	Drugs, drug proprietaries and druggists' sundries .....	4.6	4.9	5.7	6.1	7.7	8.7	11.0	7.5	
513	Apparel, piece goods, and notions .....	3.9	6.0	6.2	7.9	5.3	4.0	3.9	13.5	
514	Groceries and related products .....	3.3	3.2	3.5	5.0	3.4	6.1	7.8	7.7	
515	Farm-product raw materials <sup>1</sup> .....	3.7	7.4	5.7	8.1	4.3	8.4	9.8	11.4	
516	Chemicals and allied products .....	5.4	6.3	5.4	5.6	6.5	7.8	9.6	10.1	
517	Petroleum and petroleum products .....	5.7	6.1	6.3	7.2	5.8	7.9	8.8	10.2	
518	Beer, wine and distilled alcoholic beverages .....	6.3	5.9	6.9	8.4	6.5	8.4	8.0	14.6	
519	Miscellaneous nondurable goods .....	3.1	3.3	3.0	3.1	4.1	6.7	7.3	17.4	
SIC code	Kind of business	Purchased utilities				Purchased office supplies	Purchased packaging and other materials	Advertising services	Commissions paid	Contract work
		Total	Cost of electricity	Cost of fuel	Cost of water, sewer, and other utilities					
	<b>Merchant wholesalers<sup>1</sup> .....</b>	<b>2.2</b>	<b>2.3</b>	<b>3.5</b>	<b>3.7</b>	<b>2.0</b>	<b>5.7</b>	<b>3.1</b>	<b>3.8</b>	<b>8.5</b>
<b>50</b>	<b>Durable goods stores<sup>1</sup> .....</b>	<b>3.3</b>	<b>3.4</b>	<b>5.1</b>	<b>4.7</b>	<b>2.2</b>	<b>7.1</b>	<b>3.6</b>	<b>5.5</b>	<b>10.1</b>
501	Motor vehicles and automotive parts and supplies .....	7.5	6.6	16.9	9.4	7.7	10.7	5.2	15.6	*
502	Furniture and home furnishings .....	8.8	7.9	15.5	8.6	4.5	*	*	7.1	16.4
503	Lumber and other construction materials .....	6.7	7.8	10.3	6.4	4.2	14.1	8.7	*	12.0
504	Professional and commercial equipment and supplies .....	5.5	5.7	12.8	11.1	5.8	*	11.0	7.5	*
505	Metals and minerals, except petroleum <sup>1</sup> .....	6.0	3.8	*	5.4	5.0	*	11.9	8.0	*
506	Electrical goods .....	*	*	*	*	8.5	7.5	8.9	14.2	*
507	Hardware, and plumbing and heating equipment and supplies .....	4.5	4.4	10.9	7.5	3.9	9.2	10.6	*	*
508	Machinery, equipment, and supplies .....	3.4	3.9	9.7	10.3	4.6	15.7	5.2	15.8	*
509	Miscellaneous durable goods .....	7.4	8.8	12.4	15.7	4.6	10.4	12.2	14.7	*
	<b>Nondurable goods<sup>1</sup> .....</b>	<b>2.9</b>	<b>3.0</b>	<b>4.9</b>	<b>5.8</b>	<b>3.6</b>	<b>8.9</b>	<b>5.9</b>	<b>5.0</b>	<b>14.6</b>
511	Paper and paper products .....	4.1	4.6	8.9	8.2	4.3	*	12.8	*	*
512	Drugs, drug proprietaries and druggists' sundries .....	10.8	12.4	15.9	10.3	8.0	14.8	*	*	*
513	Apparel, piece goods, and notions .....	12.6	12.0	12.4	17.4	4.9	12.7	4.2	7.9	*
514	Groceries and related products .....	5.5	6.1	7.8	9.8	4.4	*	16.8	13.3	*
515	Farm-product raw materials <sup>1</sup> .....	5.9	*	*	*	9.4	17.3	8.9	*	17.2
516	Chemicals and allied products .....	9.4	10.2	10.3	10.2	6.8	*	17.6	15.5	*
517	Petroleum and petroleum products .....	8.1	9.8	7.1	13.4	6.2	*	7.3	9.7	*
518	Beer, wine and distilled alcoholic beverages .....	12.6	11.1	*	12.4	7.4	*	7.4	*	11.5
519	Miscellaneous nondurable goods .....	8.8	8.2	17.6	14.3	*	*	15.6	*	*

See footnotes at end of table.

**Table 13. Estimated Relative Standard Errors by Kind of Business: 1992—Con.**

[Coefficient of variation in percent. For meaning of abbreviations and symbols, see introductory text]

SIC code	Kind of business	Repair work			Telephone and other communication services	Cost of purchased legal services	Cost of purchased accounting, auditing, and bookkeeping services	Cost of purchased data processing and other computer-related services	Other expenses
		Total	Buildings, structures, and related facilities	Machinery, equipment, and other					
	<b>Merchant wholesalers<sup>1</sup> .....</b>	<b>2.5</b>	<b>2.9</b>	<b>2.8</b>	<b>2.0</b>	<b>2.7</b>	<b>9.3</b>	<b>3.5</b>	<b>1.9</b>
<b>50</b>	<b>Durable goods stores<sup>1</sup> .....</b>	<b>4.2</b>	<b>4.6</b>	<b>4.7</b>	<b>2.6</b>	<b>3.8</b>	<b>14.3</b>	<b>4.5</b>	<b>2.6</b>
501	Motor vehicles and automotive parts and supplies .....	8.3	11.4	8.6	7.2	5.6	*	7.9	8.0
502	Furniture and home furnishings .....	5.4	6.4	6.7	3.1	10.5	9.5	8.6	*
503	Lumber and other construction materials .....	8.4	10.5	10.3	15.6	9.1	8.0	*	5.4
504	Professional and commercial equipment and supplies .....	7.6	8.8	10.2	7.0	3.1	7.4	6.8	8.2
505	Metals and minerals, except petroleum <sup>1</sup> .....	12.5	8.9	14.6	4.9	5.8	6.5	9.4	7.2
506	Electrical goods .....	6.9	10.4	7.2	3.7	*	11.0	12.3	4.1
507	Hardware, and plumbing and heating equipment and supplies .....	7.6	8.8	8.9	4.6	11.0	10.9	9.7	5.6
508	Machinery, equipment, and supplies .....	16.1	*	*	5.0	9.2	7.0	12.0	4.9
509	Miscellaneous durable goods .....	9.6	7.7	11.2	6.0	7.7	5.3	10.6	6.1
<b>51</b>	<b>Nondurable goods<sup>1</sup> .....</b>	<b>3.0</b>	<b>3.7</b>	<b>3.3</b>	<b>2.6</b>	<b>3.6</b>	<b>3.8</b>	<b>5.4</b>	<b>2.5</b>
511	Paper and paper products .....	4.6	5.5	6.5	11.4	11.8	14.2	14.5	6.7
512	Drugs, drug proprietaries and druggists' sundries .....	9.2	8.9	12.2	11.1	12.2	*	*	9.0
513	Apparel, piece goods, and notions .....	12.4	14.1	12.7	4.8	6.0	9.0	8.6	5.9
514	Groceries and related products .....	6.1	9.1	6.7	4.8	10.0	10.6	13.8	7.0
515	Farm-product raw materials <sup>1</sup> .....	6.9	7.3	7.4	*	*	11.3	*	*
516	Chemicals and allied products .....	6.7	12.6	7.1	6.6	14.8	8.1	*	6.3
517	Petroleum and petroleum products .....	8.1	10.3	8.3	6.0	6.9	7.0	12.5	6.4
518	Beer, wine and distilled alcoholic beverages .....	9.2	11.1	9.5	10.1	7.5	6.8	13.8	10.2
519	Miscellaneous nondurable goods .....	8.2	8.0	9.4	6.0	10.7	8.5	13.1	5.2

SIC code	Kind of business	Inventories		Purchases of merchandise for resale	Cost of goods sold	Gross margin	Value added	Net income produced at market prices	Net income produced at factor cost
		1992	1991						
	<b>Merchant wholesalers<sup>1</sup> .....</b>	<b>1.5</b>	<b>1.6</b>	<b>.5</b>	<b>.5</b>	<b>2.0</b>	<b>2.1</b>	<b>3.0</b>	<b>3.3</b>
<b>50</b>	<b>Durable goods stores<sup>1</sup> .....</b>	<b>2.2</b>	<b>2.3</b>	<b>1.0</b>	<b>1.0</b>	<b>3.1</b>	<b>3.2</b>	<b>4.8</b>	<b>5.2</b>
501	Motor vehicles and automotive parts and supplies .....	7.4	8.1	4.5	4.4	*	*	*	*
502	Furniture and home furnishings .....	8.5	9.2	4.2	4.5	8.1	8.3	11.5	12.3
503	Lumber and other construction materials .....	4.1	3.0	.8	.9	3.0	3.2	4.2	4.4
504	Professional and commercial equipment and supplies .....	6.7	5.4	2.2	2.3	5.1	5.4	7.4	7.7
505	Metals and minerals, except petroleum <sup>1</sup> .....	3.8	4.0	1.2	1.6	6.3	6.3	7.6	7.8
506	Electrical goods .....	4.2	3.4	.9	1.1	3.3	3.3	4.9	5.0
507	Hardware, and plumbing and heating equipment and supplies .....	5.0	4.4	1.1	1.9	5.0	5.3	7.0	7.3
508	Machinery, equipment, and supplies .....	4.6	5.9	1.2	1.5	3.8	3.9	5.0	5.4
509	Miscellaneous durable goods .....	4.9	6.5	1.4	1.4	4.8	4.9	5.5	5.9
<b>51</b>	<b>Nondurable goods<sup>1</sup> .....</b>	<b>1.8</b>	<b>1.5</b>	<b>.3</b>	<b>.3</b>	<b>1.7</b>	<b>1.8</b>	<b>2.2</b>	<b>2.4</b>
511	Paper and paper products .....	6.5	5.8	1.0	1.1	3.7	3.7	4.7	4.9
512	Drugs, drug proprietaries and druggists' sundries .....	4.3	3.1	.6	.9	7.4	7.5	9.9	10.6
513	Apparel, piece goods, and notions .....	7.1	4.0	1.4	1.9	4.7	5.6	7.5	7.7
514	Groceries and related products .....	4.0	4.3	.6	.7	3.9	4.0	4.9	5.4
515	Farm-product raw materials <sup>1</sup> .....	2.5	3.0	.6	.7	6.3	6.5	9.0	9.9
516	Chemicals and allied products .....	6.2	5.2	2.1	2.0	6.3	6.2	6.9	7.3
517	Petroleum and petroleum products .....	6.7	2.7	.5	.7	7.1	7.2	8.3	9.4
518	Beer, wine and distilled alcoholic beverages .....	6.6	9.0	2.0	2.3	7.4	7.5	8.7	9.4
519	Miscellaneous nondurable goods .....	5.2	3.8	.8	.9	3.4	3.3	3.7	4.1

Note: This table excludes estimated measures of sampling variability (coefficients of variation) for percentages shown in other tables. For an explanation of these measures see Limitations of the Data in appendix A.

<sup>1</sup>Sales data for SIC's 5051 pt. and the 515 trade group are reported on a different basis than the 1992 Census of Wholesale Trade. For an explanation of these differences see Method of Estimation in appendix A.

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# Appendix A.

## General Explanation

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### SAMPLE DESIGN

The *1992 Assets and Expenditures Survey* sample for wholesale trade consists of the same sampling units used to produce the monthly estimates of wholesale sales and inventories published in the Current Business Report Series BW, Monthly Wholesale Trade, for November and December 1992 and January 1993. A subset of these sampling units was also tabulated in the *1992 Annual Trade Survey*. The sampling procedures for the monthly and annual wholesale trade surveys are described below.

The sample for the monthly survey consists of two fixed panels of the larger businesses and three rotating panels of smaller businesses. One fixed panel consists of companies and Employer Identification Numbers (EINs) selected with certainty (i.e., with probability of selection = 1). The other consists of EINs selected originally in rotating panels that have shown unusual growth since their selection. In the monthly survey, only one rotating panel plus the two fixed panels are canvassed in any given month. In the annual trade survey, the fixed panels and two of the three rotating panels are used.

The frame for the initial sample was constructed using information from the Standard Statistical Establishment List (SSEL) as updated to December 31, 1989. The frame consisted of two lists. One list was composed of companies (multiestablishment enterprises) as determined by the *1989 Company Organization Survey*. The other list was composed of all merchant wholesale EINs issued by the Internal Revenue Service (IRS) that (1) reported payroll in at least one quarter of 1989 and (2) were on the latest available IRS mailing file of Federal Insurance Contributions Act (FICA) taxpayers. Each list contained information on sales, payroll, employment, name and address, kind-of-business classification, type-of-operation classification, etc.

Because the frame consisted of a list of companies and a list of EINs (some of which were associated with companies on the first list) the sampling units consisted of both companies and EINs. If a company had total merchant wholesale sales above a prescribed cutoff corresponding to its major kind of business, the company was selected into the sample with certainty. In this case, the company, which could consist of many EINs, was the sampling unit. Consequently, any new establishments that the company might acquire, even if under new or different EINs, were in the sample with certainty. All EINs associated with the

company were then removed from the second list to avoid duplication on the frame. After all certainty companies had been selected, the unduplicated EIN frame was sampled.

All multiestablishment merchant wholesale companies that were not selected with certainty and all single-establishment firms were treated on an EIN basis; that is, the EIN was the sampling unit. The EINs were stratified according to their major kind of business and their estimated sales. A separate determination of certainty EINs was performed using the same cutoffs as for companies. After certainty EINs were selected, the remaining EINs were subjected to simple random sampling within strata. The sampling rates for these EINs varied between 1 in 3 to 1 in 809. Three such samples of EINs, called panels, were drawn.

For those EINs in the initial sample that were not classified in a kind-of-business category and for all EIN "births" after the frame creation, a two-phase selection procedure was used. EIN births, as used here, are new EINs recently assigned by the IRS that are also on the latest available IRS mailing list for FICA taxpayers. They may be assigned a kind-of-business classification by the Social Security Administration (SSA). In the first phase, births were stratified by kind of business (if available) and size (expected employment or quarterly payroll). A relatively large sample was drawn and canvassed for more reliable and detailed information on the amount of sales in two recent months and kind-of-business code.

Using this additional information, the cases selected in the first phase were restratified and the final sample drawn with probability-proportional-to-size sampling. The overall selection probabilities for the birth sampling are equivalent to those used in drawing the initial sample. Because of the lag in reporting births to the IRS and the SSA and the time needed to accomplish the two-phase birth-selection procedure carried out quarterly, births were actually tabulated in the sample about 9 to 12 months after they began operation.

### METHOD OF ESTIMATION

Most data on wholesale sales presented in this report are reproduced from the U.S. Summary report of the 1992 Census of Wholesale Trade. All other data items are statistical estimates which were developed from summation of weighted information from the sampling units. The weights used are the inverses of the probabilities of selection of sampling units in the survey. Each weighted

estimate was multiplied by a ratio of sales reported in the 1992 Census of Wholesale Trade to sales reported in the annual trade survey except the farm product-raw materials group.

In the 1992 Census of Wholesale Trade, establishments classified in the farm product-raw materials group (SIC 515) included as sales products purchased and transferred to other company establishments. In the monthly and annual surveys, intracompany transfers are not included in sales. Because of these differences, sales for this SIC are obtained from the *1992 Annual Trade Survey* with no adjustment applied.

For SIC 505, the monthly and annual trade surveys included merchant wholesalers as well as sales branches of ferrous metals service centers with inventories. Therefore, their receipts are included in the 1992 census sales estimates used in this report.

Estimates at aggregate kind-of-business levels were obtained by summing estimates computed at detail levels.

## LIMITATIONS OF THE DATA

Because the estimates were based on a sample, exact agreement with the results that would be obtained from a complete census of wholesale establishments using the same enumeration procedures should not be expected.

However, because every merchant wholesale operation in the United States had a chance of being selected for the sample, and because the probability of selection for each unit in the sample was known, it was possible to estimate the sampling variability of the estimates made from the sample.

The sampling error, or standard error of the estimate, is a measure of variability among the estimates from all possible samples of the same size and design and, thus, is a measure of the precision with which an estimate from a particular sample approximates the results of a complete enumeration. The coefficient of variation is the standard error of the estimate divided by the value being estimated. It is expressed here as a percent. Note that measures of sampling variability, such as the standard error and the coefficient of variation are estimates derived from the sample and are also subject to sampling variability.

The coefficients of variation permit certain confidence statements about the sample estimates. The particular sample used in this survey was one of a large number of samples of the same size that could have been selected using the same design. In about 2 out of 3 of these samples, the estimate would differ from a complete enumeration by less than the corresponding percentage for that estimate shown in the sampling variability columns. In about 9 out of 10 samples, the estimates would differ from the results of a complete enumeration by less than 1.65 times the percentages shown. To illustrate the computations involved in the above confidence statements as related to dollar volume sales estimates, assume that an estimate of sales is \$10,750 million and that the coefficient of variation for this estimate is 1.8 percent, or 0.018. First

obtain the standard error of the estimate by multiplying the estimate by the coefficient of variation. In this example, \$10,750 million times 0.018 equals a standard error of \$194 million. The 67 percent confidence interval for this example is \$10,556 million to \$10,944 million (i.e., \$10,750 million plus or minus \$194 million). Bounds for a 90 percent confidence interval are computed by adding or subtracting 1.65 times the standard error from the estimate; consequently, the 90 percent confidence interval ranges from \$10,430 million to \$11,070 million. If corresponding 67 percent confidence intervals were constructed for all possible samples of the same size and design, approximately 2 out of 3 (67 percent) intervals would contain the value obtained from a complete enumeration. Similarly, for 90 percent confidence intervals, 9 out of 10 of all possible intervals would contain the value obtained in a complete enumeration.

Although coefficients of variation have not been calculated for the percent estimates shown in this report, they will be less than:

$$\sqrt{CV^2 (\text{VALUE IN DENOMINATOR}) + CV^2 (\text{VALUE IN NUMERATOR})}$$

Coefficients of variation for all other published estimates are presented in table 13.

## RESPONSE AND OTHER NONSAMPLING ERRORS

The coefficients of variation shown in this report do not measure biases which might arise from nonsampling errors such as the failure of respondents to submit correct figures on time for tabulation. Nonsampling errors can be attributed to many sources: inability to obtain information about all cases in the sample; response errors; definition difficulties; differences in the interpretation of questions; mistakes in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing data. These nonsampling errors also occur in complete censuses. Information is not available on the extent of bias that may be due to reporting errors. To minimize nonsampling biases, all reports were reviewed for completeness and consistency.

Various ratios were calculated from the data of each report (e.g., employer contributions for plans required by law to total annual payroll). All extreme and unusual ratios were verified or corrected where necessary. Some firms did not report prior to the closeout of this survey. Data were therefore imputed for these firms based on other available records for like firms in the same kind of business. Imputation amounted to about 17.5 percent for capital expenditures, 20.4 percent for depreciable assets, and 22.7 percent for operating expenses.

## COMPARABILITY OF THE 1987 AND 1992 SURVEYS

The 1987 and 1992 surveys were conducted under similar conditions and procedures except for the following:

The 1987 publications for wholesale trade, retail trade, and service industries all presented data limited to employer business establishments. However, for 1992 the retail and service reports include data on nonemployer establishments. It should be noted that in the 1992 Census of Retail Trade, nonemployers accounted for only 2.8 percent of total sales. In the 1992 Census of Service Industries, nonemployers accounted for only 10.6 percent of total receipts.

It should also be noted that the 1987 publication used kind-of-business definitions based on the *Standard Industrial Classification Manual: 1972*. This report uses kind-of-business definitions based on the *Standard Industrial Classification Manual: 1987*. For a list of significant changes in SIC codes from 1972 to 1987 see appendix C.

## COMPARISONS WITH OTHER DATA

Data on sales presented in this report reflect those presented in other reports from the 1992 Census of Wholesale Trade. All other statistics shown are estimates developed from the sample of merchant wholesalers participating in the *1992 Annual Trade Survey*. These items are comparable, in whole or in part, to statistics developed from other sources; notably the 1992 Census of Wholesale Trade, the Annual Capital Expenditures Survey, the national income and products accounts (NIPA) tables published in the Survey of Current Business, and Statistics of Income published by the Internal Revenue Service. Estimates from these varying sources may differ for reasons of sampling variability and methodology. Broad descriptions of the differences in concept or methodology which should be observed when comparing other data series to those from this report follow.

**Annual Capital Expenditures Survey.** This annual publication of the Bureau of the Census provides detailed information on investment in structures and equipment by nonfarm businesses. The data are used to improve the quality of monthly and quarterly economic indicators of investments and planned investments. These measures contribute to improved quarterly estimates of the gross domestic product from the Bureau of Economic Analysis (BEA). Differences in sampling methodology, independent processing and editing, variability in respondents completing the forms, and timing of the data collection contribute to variations in the estimates of capital expenditures.

**Statistics of Income From the Internal Revenue Service (IRS).** These annual publications and quarterly bulletins of the IRS provide information on business receipts, cost of goods sold, selected expense items, and depreciable assets compiled from the Federal income tax returns. However, the data are not in sufficient detail to provide income-produced measures comparable with those published in this report. The cost of goods sold in Statistics of Income includes costs of materials used in manufacturing;

costs of goods purchased for resale; direct manufacturing; costs of goods purchased for resale; direct labor; and certain overhead expenses, such as rent, utilities, supplies, maintenance, and repairs. Cost of goods sold in the assets and expenditures survey excludes salaries and wages paid to the company's employees, cost of packaging materials, and office and other supplies.

The Statistics of Income data for wholesale trade include all types of wholesalers, whereas this report covers only merchant wholesalers. Moreover, the company or subcompany level of reporting on income tax returns may not be the same as used for reporting in the assets and expenditures survey. For example, manufacturing and other establishments operated by firms which are primarily merchant wholesalers may be included in the IRS data. Merchant wholesale establishments operated by firms primarily engaged in other industries are not represented in the IRS statistics for wholesale trade.

**National Income and Products Accounts From the Bureau of Economic Analysis (BEA).** As part of the national income and product accounts, the BEA prepares estimates of value-added (also known as gross product originating or GPO) by industry. GPO can be defined equivalently either as industry gross output (sales plus change in business inventories) less consumption of materials and services purchased from other industries, or as the sum of the industry's factor payments (e.g., wages, interest, profits, etc.) and nonfactor costs (e.g., depreciation). The latter definition is the basis for the current dollar estimates for industry GPO prepared by BEA that may be compared with the census estimates. These estimates are published annually in table 6.1 of the Survey of Current Business.

The BEA GPO measure for wholesale trade relates conceptually to the value produced and operating expenses measures contained in this report in the following manner: GPO equals this report's value-added less lease and rental payments, cost of communication, advertising and repair services, other utilities, commissions to other firms, and subsidies; plus sales and other taxes collected directly from customers, and customs duties. GPO also equals this report's net income produced at market prices plus cost of uninsured casualty losses and bad debts losses less subsidies.

In addition, this report and the BEA GPO series differ because the BEA factor payments and nonfactor costs that are summed to estimate industry GPO are obtained from a variety of data sources, including the Bureau of Labor Statistics, the Internal Revenue Service, and the Bureau of the Census. The May *1993 Survey of Current Business* provides a description of the sources and methods used for the GPO estimates.

## EXPLANATION OF TERMS

**Sales.** This item includes: merchandise sold for cash or credit; receipts from customers for freight, installation,

maintenance, repair, alteration, storage, and other services; excise taxes which are levied on the manufacturers and included in the cost of goods purchased by wholesalers; subsidy payments received for the sale of goods; gross value of sales made on a commission basis; and sales of goods which are shipped on a wholesaler's orders directly to customers. Sales are net after deductions for discounts and refunds and allowances for merchandise returned by customers.

Sales exclude sales and excise taxes collected directly from customers and paid directly to a local, State or Federal tax agency. Also excluded are receipts from customers for carrying or other credit charges, and nonoperating income from such sources as investments and rental or sale of real estate. However, a portion of the data reported for capital expenditures, value of assets, depreciation and other operating expenses may pertain to real estate owned by the business and leased to others, even though corresponding data on sales exclude real estate lease receipts.

Most data on sales presented in this report are reproduced from the U.S. Summary report of the 1992 Census of Wholesale Trade. Preliminary estimates of all data items in this report other than sales were multiplied by a ratio of sales compiled in the 1992 Census of Wholesale Trade to sales compiled in the *1992 Annual Trade Survey*. See Method of Estimation in appendix A for further explanation.

**Purchases.** Purchases represent the total cost, after deduction of returns, allowances, and discounts, of merchandise which was acquired in 1992 for resale, whether or not payment for the merchandise was made during the year. Purchases data include cash and credit purchases made at central offices and company warehouses, but exclude deliveries from central offices or warehouses, to the merchant wholesaler. Also included are: the cost of goods in transit where title has passed to the purchaser; amounts allowed for trade-ins; freight, delivery, and other transportation costs; and import duties (if paid separately).

Companies engaged in both manufacturing and wholesale operations were asked to report purchases at the cost value of intercompany transfers from their plants or warehouses to their wholesale locations. These companies were also requested to report the cost of outside purchases.

Purchases exclude: expenditures for containers, wrapping, packaging, and other supplies or equipment intended for company use rather than for resale; the cost of raw materials or parts purchased for manufacture into a finished product; and goods included in the purchase price of a business. Also excluded are liquor and tobacco tax stamps, which would be included under operating expenses.

Data presented in this report on purchases were collected in the *1992 Annual Trade Survey*.

**Inventories.** Inventories represent stocks of merchandise owned by merchant wholesalers on December 31st and available for sale in the United States. A small amount of

inventories are reported at market value while most are reported on a cost basis. Goods held for consignment and items not for sale such as fixtures, equipment and supplies are not included. Inventories were reported as of the close of the calendar year, except for some businesses which used a fiscal year for accounting purposes and were adjusted to a calendar year basis. All inventory data presented in this report were collected in the 1992 Annual Trade Survey.

## Measures of Value Produced

1. Cost of goods sold. This item was calculated for each firm in the survey by adding all purchases of merchandise (net of returns, allowances, and discounts but including charges from freight, insurance, etc.) during the year to the beginning-of-year inventory, then deducting the end-of-year inventory from the total. Firms were instructed to exclude the cost of packaging, processing, shipping, and selling of goods from the cost of purchases but to report these items under "operating expenses."
2. Gross margin. This item represents sales less cost of goods sold. Gross margin is equivalent to the cost of all materials (as distinguished from goods to be resold) and services provided in merchant wholesale establishments whether provided by the merchant wholesaling firm itself or purchased by it from others. To the extent that it includes cost of contract work done by others on materials of the merchant wholesale firms, gross margin includes an element of value added by manufacturing.
3. Value added. Value added is the gross margin (as defined above) less the cost of supplies, materials, fuel and other energy, and the cost of contract work on materials of the wholesaler.
4. Net income produced at market prices. This item represents value added less lease and rental payments; cost of communication, advertising, repair, legal, accounting, and computer related services; commissions to other firms; and amounts set aside for bad debt losses and other losses not compensated by insurance.
5. Net income produced at factor cost. This item represents net income produced at market prices less depreciation, license fees, and taxes other than income taxes. It includes payroll, employer contributions to the FICA, and unemployment insurance.

**Operating expenses.** The types of operating expenses requested on the report form are:

1. Annual payroll. Payroll includes all salaries, wages, commissions, bonuses, and allowances for vacation, holiday, and sick leave paid to employees in 1992 before payroll deductions. For corporations, it includes amounts paid to officers and executives; for unincorporated businesses, it does not include payments to or

withdrawals from profits by owners or partners. (This figure does not include employer contributions to plans required by law and other plans besides vacation, holiday, and sick leave.)

2. Employer costs for programs required by law. This item includes all programs required under Federal and State legislation such as FICA, unemployment tax, workers' compensation, and State disability payments.
3. Employer costs for other fringe benefits. This item includes programs not specifically required by Federal or State legislation, such as life and health insurance premiums for employees.
4. Depreciation charges. This item includes depreciation and amortization charges against depreciable assets owned during 1992. Amounts representing tax-exempt organizations, if not reported, were estimated even though depreciation accounts may not be maintained.
5. Taxes. Includes all taxes and license fees paid during 1992 (excluding income and payroll taxes). It includes tobacco and liquor tax stamps, fines, and property taxes. It excludes direct payments to government tax agencies for sales and other taxes collected directly from customers.
6. Lease and rental payments. These are payments for lease or rental of buildings, machinery and equipment. Payments for machinery and equipment include use of production machinery, office equipment, computer systems, passenger cars, trucks, materials handling equipment, and all other types of machinery and equipment.
7. Cost of office supplies, stationery, and postage.
8. Cost of purchased communication services. This item includes cost of telephone, data transmission, telegraph, telex, teletype and all other communications services purchased in 1992.
9. Cost of purchased electricity. Some businesses included this expense as part of building/office lease payments.
10. Cost of purchased fuels. This includes fuels for heating, power, or generation of electricity, also sometimes included in lease payments.
11. Cost of other utilities. This includes all utilities except purchased fuels and electricity, also sometimes included in lease payments.
12. Cost of materials. This includes purchases of containers, wrapping, packing and selling supplies used in packaging, processing, shipping, and selling of goods. Some businesses, due to recordkeeping, may have included some of these costs as part of merchandise purchases.
13. Cost of contract work done for wholesalers by other firms.
14. Commissions paid to other firms.
15. Legal services purchased from other firms.
16. Accounting services purchased from other firms.

17. Computer related services. This item includes data processing and other computer services purchased from other firms. It excludes prepackaged software.
18. Cost of purchased repair services. This item includes the total amount paid for noncapitalized repairs to buildings, structures, machinery, and equipment such as motor vehicles and office space. It excludes cost of repairs to leased buildings and equipment covered by regular lease payments.
19. All other operating expenses. This includes inventory storage and shipping costs, insurance expense (non-employee), uninsured casualty losses, and bad debt losses. It excludes interest on loans and sales excise taxes.

**Capital expenditures.** Capital expenditures refer to all costs actually incurred in 1992 which were chargeable to the depreciable assets accounts of a firm. These costs are of the type for which depreciation or amortization accounts are ordinarily maintained.

All items obtained through a capital lease on or after January 1, 1992, are included. Excluded are capital expenditures made by a firm for property which it leased to others as part of a capital lease arrangement.

Included are expenditures for new and used structures (including those under construction at the end of 1992), fixtures and equipment, additions, major alterations and improvements to existing facilities, and capitalized repairs. Also included are expenditures made by a firm for structures which, on completion, were or are to be sold or leased back to that firm. (The value of trade-ins are not deducted.)

Excluded are expenditures for land; items chargeable as current operating expenses such as cost of maintenance, repairs, supplies, etc.; expenditures for locations primarily engaged in activities other than merchant wholesale; and expenditures for goodwill, patents, or copyrights. Also excluded are capital expenditures (except capital leases) made by owners of property rented or leased to the surveyed firms, but included are capital expenditures made to property leased from others (leasehold improvements).

Cost of assets acquired during 1992 by tax-exempt organizations, if not reported, were estimated even though depreciation accounts may not be maintained.

**Gross value of depreciable assets.** This amount is the acquisition value (original cost) of all assets for which depreciation and amortization accounts are ordinarily maintained. Included are all improvements and new construction "in progress" but not completed at the end of 1992 and the gross value of machinery and equipment owned by retail firms but leased or rented to other firms except under capital lease arrangements. Excluded are land and depletable assets (timber, mineral rights, etc.), nondepreciated assets (cash, inventories, etc.), and all intangible assets such as goodwill, patents, or copyrights.

Cost of assets acquired by tax-exempt organizations, if not reported, were estimated even though depreciation accounts may not be maintained.

**Deductions from depreciable assets.** This amount represents the value of depreciable assets sold, retired, scrapped, or destroyed during 1992, and other adjustments (except depreciation).

**Legal form of organization.** The legal form of organization for firms in this survey was based on the response to the organizational status inquiry on other economic census or survey forms as well as administrative records of other Federal agencies.

**Auxiliary establishments.** In consideration of recordkeeping practices and for consistency with the related sales data collected for 1992 in the annual business surveys, each company in this survey was asked to include those auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the main establishments covered by the report. Data presented in other reports from the 1992 Census of Wholesale Trade exclude such auxiliaries. Capital expenditures and other data for auxiliaries alone are released as part of the 1992 Enterprise Statistics program.

## KIND-OF-BUSINESS CLASSIFICATIONS

Wholesale trade, major groups 50 and 51 in the 1987 SIC manual, includes establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

The principal types of establishments included are:

1. Merchant wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, drop shippers, retailer cooperative warehouses, terminal elevators, and cooperative buying associations.
2. Manufacturers' sales branches and offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products. Sales branches and offices located at plants are included when separate records are available.
3. Agents, brokers, and commission merchants who buy or sell products owned by others on a commission or agency basis.

This survey is limited to merchant wholesalers (described in category 1 above), which constitute the major portion of wholesale trade. All kinds of business in which merchant

wholesalers operate are represented in this survey. Establishments primarily engaged in the wholesale distribution of used products are classified on the basis of the product sold. Establishments primarily engaged in selling merchandise to contractors are included in wholesale trade, with the exception of lumber yards and paint, glass, and wallpaper stores. These exceptions are classified in retail trade if they consider themselves retail, sell to the general public, and their sales to contractors and the general public is more than half their total sales.

Establishments covered by the census were assigned kind-of-business classifications according to the industry classifications defined in the 1987 SIC manual. When a more detailed classification than defined in the SIC manual was needed, additional kinds-of-business were identified within an SIC industry.

Kind-of-business classifications are not interchangeable with commodity classifications, because most businesses sell several kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or the commodity group which is the primary source of the establishment's receipts, or some mixture of commodities which characterizes the establishment's business. Thus, the classification of establishments by kind of business does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the groceries and related products classification excludes establishments selling food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified as groceries and related products, some of their receipts may be derived from the sale of nonfood products. Information on the extent to which commodities are handled by different kinds of business is available in the 1992 Census of Wholesale Trade report, *Commodity Line Sales* (WC92-S-3). Descriptions of the 1992 Census of Wholesale Trade kind-of-business classifications follow:

### **Durable Goods (SIC Major Group 50)**

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

#### **Motor vehicles and motor vehicle parts and supplies (SIC 501)**

**Automobiles and other motor vehicles (SIC 5012).** Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles, trucks, trailers, and other motor vehicles, including motorcycles, motor homes, and snowmobiles. Automobile distributors primarily engaged in selling at retail to individual customers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in Retail Trade, Industry 5511.

**Motor vehicle supplies and new parts (SIC 5013).** Establishments primarily engaged in the wholesale distribution of motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts.



**Tires and tubes (SIC 5014).** Establishments primarily engaged in the wholesale distribution of tires and tubes for passenger and commercial vehicles.

**Motor vehicle parts, used (SIC 5015).** Establishments primarily engaged in the wholesale distribution at wholesale or retail of used motor vehicle parts. This industry includes establishments primarily engaged in dismantling motor vehicles for the purpose of selling parts. Establishments primarily engaged in dismantling motor vehicles for scrap are classified in Industry 5093.

### **Furniture and homefurnishings (SIC 502)**

**Furniture (SIC 5021).** Establishments primarily engaged in the wholesale distribution of furniture, including bedsprings, mattresses, and other household furniture; office furniture; and furniture for public parks and buildings. Establishments primarily engaged in the wholesale distribution of partitions, shelving, lockers, and store fixtures are classified in Industry 5046.

**Homefurnishings (SIC 5023).** Establishments primarily engaged in the wholesale distribution of homefurnishings and housewares, including antiques; china; glassware and earthenware; lamps (including electric), curtains and draperies; linens and towels; and carpets, linoleum, and all other types of hard and soft surface floor coverings. Establishments primarily engaged in the wholesale distribution of other electrical household goods are classified in Industry 5064, and those distributing precious metal flatware are classified in Industry 5094.

### **Lumber and other construction materials (SIC 503)**

**Lumber, plywood, millwork, and wooded panels (SIC 5031).** Establishments, with or without yards, primarily engaged in the wholesale distribution of rough, dressed, and finished lumber (but not timber); plywood; reconstituted wood fiber products; doors and windows and their frames (all materials); wood fencing; and other wood or metal millwork.

**Brick, stone, and related construction materials (SIC 5032).** Establishments primarily engaged in the wholesale distribution of stone, cement, lime, construction sand, and gravel; brick (except refractory); asphalt and concrete mixtures; and concrete, stone, and structural clay products (other than refractories). Distributors of industrial sand and of refractory materials are classified in Industry 5085. Establishments primarily engaged in producing ready-mixed concrete are classified in Manufacturing, Industry 3273.

**Roofing, siding, and insulation materials (SIC 5033).** Establishments primarily engaged in the wholesale distribution of roofing, siding (except wood), and insulation materials.

**Construction materials, n.e.c. (SIC 5039).** Establishments primarily engaged in the wholesale distribution of mobile homes and of construction materials, not elsewhere classified, including prefabricated buildings and glass. Establishments selling construction materials to the general public and known as retail in the trade are classified in Retail Trade, Industry 5211. Establishments primarily engaged in marketing heavy structural metal products are classified in Industry 5051.

### **Professional and commercial equipment and supplies (SIC 504)**

**Photographic equipment and supplies (SIC 5043).** Establishments primarily engaged in the wholesale distribution of photographic equipment and supplies. Establishments primarily engaged in the wholesale distribution of photocopy, microfilm, and similar equipment are classified in Industry 5044.

**Office equipment (SIC 5044).** Establishments primarily engaged in the wholesale distribution of office machines and related equipment, including photocopy and microfilm equipment, and safes and vaults. These establishments frequently also sell office supplies. However, establishments primarily engaged in wholesaling most office supplies are classified in Industry Group 511. Establishments primarily engaged in wholesaling office furniture are classified in Industry 5021; and those wholesaling computers and peripheral equipment are classified in Industry 5045.

**Computers and computer peripheral equipment and software (SIC 5045).** Establishments primarily engaged in the wholesale distribution of computers, computer peripheral equipment, and computer software. These establishments frequently may sell related supplies, but establishments primarily engaged in wholesaling supplies are classified according to the individual product (for example, computer paper in Industry 5112). Establishments primarily engaged in the wholesale distribution of modems and other electronic communications equipment are classified in Industry 5065. Establishments primarily engaged in selling computers and computer peripheral equipment and software for other than business or professional use are classified in Retail Trade, Industry 5734.

**Commercial equipment, n.e.c. (SIC 5046).** Establishments primarily engaged in the wholesale distribution of commercial and related machines and equipment, not elsewhere classified, such as commercial cooking and food service equipment; partitions, shelving, lockers, and store fixtures; electrical signs; and balances and scales, except laboratory.

**Medical, dental, and hospital equipment and supplies (SIC 5047).** Establishments primarily engaged in the wholesale distribution of surgical and other medical instruments, apparatus, and equipment; dentist equipment; artificial limbs; operating room and hospital equipment; X-ray

machines; and other electromedical equipment and apparatus used by physicians and in hospitals. Also included in this industry are establishments primarily engaged in the wholesale distribution of professional supplies used by medical and dental practitioners.

**Ophthalmic goods (SIC 5048).** Establishments primarily engaged in the wholesale distribution of professional equipment and goods used, prescribed, or sold by ophthalmologists, optometrists, and opticians, including ophthalmic frames, lenses, and sunglass lenses.

**Professional equipment and supplies, n.e.c. (SIC 5049).** Establishments primarily engaged in the wholesale distribution of professional equipment and supplies, not elsewhere classified, such as drafting instruments, laboratory equipment, and scientific instruments.

### **Metals and minerals, except petroleum (SIC 505)**

**Metals service centers and offices (SIC 5051).** Establishments primarily engaged in marketing semifinished metal products, except precious metals. Establishments in this industry may operate with warehouses (metals service centers) or without warehouses (metals sales offices). Establishments primarily engaged in marketing precious metals are classified in Industry 5094. Data shown in the report include manufacturers' sales branches for SIC 5051 pt., Ferrous Metals Service Centers.

**Coal and other minerals and ores (SIC 5052).** Establishments primarily engaged in the wholesale distribution of coal and coke; copper, iron, lead, and other metallic ores, including precious metal ores; and crude nonmetallic minerals (including concentrates), except crude petroleum. Establishments primarily engaged in the wholesale distribution of nonmetallic minerals used in construction, such as sand and gravel, are classified in Industry 5032. Establishments primarily engaged in the wholesale distribution of crude petroleum are classified in Industry Group 517.

### **Electrical goods (SIC 506)**

This industry group includes establishments primarily engaged in the wholesale distribution of electrical generating, distributing, and wiring equipment. It also includes household appliances, whether electrically, manually, or mechanically powered. This industry group does not include electrical commercial and industrial machines, in which electricity does the work directly, e.g., heating, turning a shaft, or ionizing a substance, or electrically powered commercial and industrial machines which are classified in Industry Group 504 or 508.

**Electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063).** Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, distribution, or control of electric energy; electrical construction

materials for outside power transmission lines and for electrical systems and electric light fixtures and bulbs. Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are classified in Construction, Industry 1731.

**Electrical appliances, television and radio sets (SIC 5064).** Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, other household electronic sound or video equipment, self-contained air-conditioning room units, and household electrical appliances. Also included are establishments primarily engaged in the wholesale distribution of household gas and electric laundry equipment and refrigerators and freezers.

**Electronic parts and equipment, n.e.c. (SIC 5065).** Establishments primarily engaged in the wholesale distribution of electronic parts and electronic communications equipment, not elsewhere classified, such as telephone and telegraph equipment; radio and television broadcasting and communications equipment; and intercommunications equipment. Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, phonographs, CD-players, and other household sound or video equipment are classified in Industry 5064.

### **Hardware, and plumbing and heating equipment and supplies (SIC 507)**

**Hardware (SIC 5072).** Establishments primarily engaged in the wholesale distribution of cutlery and general hardware, including hand saws; saw blades; brads, staples, and tacks; and bolts, nuts, rivets, and screws. Establishments primarily engaged in the wholesale distribution of nails, noninsulated wire, and screening are classified in Industry 5051.

**Plumbing and heating equipment and supplies (hydronics) (SIC 5074).** Establishments primarily engaged in the wholesale distribution of hydronic plumbing and heating equipment and supplies. Construction contractors primarily engaged in installing plumbing and heating equipment from their own stock are classified in Construction, Industry 1711.

**Warm air heating and air-conditioning equipment and supplies (SIC 5075).** Establishments primarily engaged in the wholesale distribution of warm air heating and air-conditioning equipment and supplies. Construction contractors primarily engaged in installing warm air heating and air-conditioning equipment are classified in Construction, Industry 1711.

**Refrigeration equipment and supplies (SIC 5078).** Establishments primarily engaged in the wholesale distribution of refrigeration equipment and supplies. Construction contractors primarily engaged in installation of refrigeration equipment from their own stock are classified in Construction, Industry 1711.

## **Machinery, equipment, and supplies (SIC 508)**

**Construction and mining (except petroleum) machinery and equipment (SIC 5082).** Establishments primarily engaged in the wholesale distribution of construction or mining cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor-mounting equipment, and other specialized machinery and equipment used in the construction, mining, and logging industries. Establishments engaged in marketing oil well machinery and equipment are classified in Industry 5084.

**Farm and garden machinery and equipment (SIC 5083).** Establishments primarily engaged in the wholesale distribution of agricultural machinery and equipment for use in preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm, lawn, or garden; and dairy and other livestock equipment.

**Industrial machinery and equipment (SIC 5084).** Establishments primarily engaged in the wholesale distribution of industrial machinery and equipment, not elsewhere classified.

**Industrial supplies (SIC 5085).** Establishments primarily engaged in the wholesale distribution of industrial supplies, not elsewhere classified.

**Service establishment equipment and supplies (SIC 5087).** Establishments primarily engaged in the wholesale distribution of equipment and supplies for barber shops, beauty parlors, power laundries, dry-cleaning plants, upholsterers, undertakers, and related personal service establishments.

**Transportation equipment and supplies, except motor vehicles (SIC 5088).** Establishments primarily engaged in the wholesale distribution of transportation equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and motor vehicle parts are classified in Industry Group 501, and those distributing pleasure boats are classified in Industry 5091.

## **Miscellaneous durable goods (SIC 509)**

**Sporting and recreational goods and supplies (SIC 5091).** Establishments primarily engaged in the wholesale distribution of sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and marine pleasure craft, equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and trailers are classified in Industry 5012; those distributing self-propelled golf carts are classified in Industry 5088; and those distributing athletic apparel and footwear are classified in Industry Group 513.

**Toys and hobby goods and supplies (SIC 5092).** Establishments primarily engaged in the wholesale distribution of games, toys, hobby goods and supplies, and related goods, such as fireworks and playing cards.

**Scrap and waste materials (SIC 5093).** Establishments primarily engaged in assembling, breaking up, sorting, and wholesale distribution of scrap and waste materials. This industry includes auto wreckers engaged in dismantling automobiles for scrap. However, those engaged in dismantling automobiles for the purpose of selling secondhand parts at retail are classified in Industry 5015.

**Jewelry, watches, precious stones, and precious metals (SIC 5094).** Establishments primarily engaged in the wholesale distribution of jewelry, precious stones and metals, costume jewelry, watches, clocks, silverware, and jewelers' findings. Establishments primarily engaged in the wholesale distribution of precious metal ores are classified in Industry 5052.

**Durable goods, n.e.c. (SIC 5099).** Establishments primarily engaged in the wholesale distribution of durable goods, not elsewhere classified, such as musical instruments and forest products, except lumber.

## **Nondurable Goods (SIC Major Group 51)**

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.

### **Paper and paper products (SIC 511)**

**Printing and writing paper (SIC 5111).** Establishments primarily engaged in the wholesale distribution of printing and writing paper, including envelope paper; fine paper; and groundwood paper.

**Stationery and office supplies (SIC 5112).** Establishments primarily engaged in the wholesale distribution of stationery and office supplies, including computer and photocopy supplies, envelopes, typewriter paper, file cards and folders, pens, pencils, social stationery, and greeting cards.

**Industrial and personal service paper (SIC 5113).** Establishments primarily engaged in the wholesale distribution of wrapping and other coarse paper, paperboard, and converted paper and related disposable plastic products, such as bags, boxes, dishes, eating utensils, napkins, and shipping supplies.

### **Drugs, drug proprietaries, and druggists' sundries (SIC 512)**

**Drugs, drug proprietaries, and druggists' sundries (SIC 5122).** Establishments primarily engaged in the wholesale distribution of prescription drugs, proprietary drugs, druggists' sundries, and toiletries. Establishments primarily engaged in the wholesale distribution of surgical, dental, and hospital equipment are classified in Industry 5047.

## **Apparel, piece goods, and notions (SIC 513)**

### **Piece goods, notions, and other dry goods (SIC 5131).**

Establishments primarily engaged in the wholesale distribution of piece goods or yard goods of natural or man-made fibers, notions (sewing and hair accessories, etc.), and other dry goods. Converters who buy fabric goods (except knit goods) in the grey, have them finished on contract, and sell at wholesale are included here. Converters of knit goods are classified in Manufacturing, Industry Group 225. This industry does not include establishments primarily engaged in the wholesale distribution of homefurnishings which are classified in Industry 5023.

### **Men's and boys' clothing and furnishings (SIC 5136).**

Establishments primarily engaged in the wholesale distribution of men's and boys' apparel and furnishings, sportswear, hosiery, underwear, nightwear, and work clothing.

### **Women's, children's, and infants' clothing and accessories (SIC 5137).**

Establishments primarily engaged in the wholesale distribution of women's, children's, and infants' clothing and accessories, including hosiery, lingerie, millinery, and furs.

**Footwear (SIC 5139).** Establishments primarily engaged in the wholesale distribution of footwear (including athletic) made of leather, rubber, and other materials.

## **Groceries and related products (SIC 514)**

**Groceries, general-line (SIC 5141).** Establishments primarily engaged in the wholesale distribution of a general line of groceries. Establishments primarily engaged in roasting coffee, blending tea, or grinding and packaging spices are classified in Manufacturing Major Group 20.

**Packaged frozen foods (SIC 5142).** Establishments primarily engaged in the wholesale distribution of packaged quick-frozen vegetables, juices, meats, fish, poultry, pastries, and other "deep freeze" products. Establishments primarily engaged in the wholesale distribution of frozen dairy products are classified in Industry 5143, and those distributing frozen poultry, fish, and meat which are not packaged are classified in Industries 5144, 5146, and 5147, respectively.

### **Dairy products, except dried or canned (SIC 5143).**

Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. This industry does not include establishments primarily engaged in pasteurizing and bottling milk, which are classified in Manufacturing, Industry Group 202. Establishments primarily engaged in the wholesale distribution of dried or canned dairy products are classified in Industry 5149.

**Poultry and poultry products (SIC 5144).** Establishments primarily engaged in the wholesale distribution of poultry and poultry products, except canned and packaged

frozen products. This industry does not include establishments primarily engaged in the killing and dressing of poultry, which are classified in Manufacturing, Industry 2015. Establishments primarily engaged in the wholesale distribution of packaged frozen poultry are classified in Industry 5142, and those distributing canned poultry are classified in Industry 5149.

**Confectionery (SIC 5145).** Establishments primarily engaged in the wholesale distribution of confectionery and related products, such as candy, chewing gum, fountain fruits, salted or roasted nuts, popcorn, fountain syrups, and potato, corn, and similar chips.

**Fish and seafoods (SIC 5146).** Establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured, or frozen fish and seafoods, except canned or packaged frozen. The preparation of fresh or frozen packaged fish and other seafood, and the shucking and packing of fresh oysters in nonsealed containers, are classified in Manufacturing, Industry 2092. Establishments primarily engaged in the wholesale distribution of canned seafood are classified in Industry 5149, and those distributing packaged frozen foods are classified in Industry 5142.

**Meats and meat products (SIC 5147).** Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard. Establishments primarily engaged in the wholesale distribution of frozen packaged meats are classified in Industry 5142, and those distributing canned meats are classified in Industry 5149.

**Fresh fruits and vegetables (SIC 5148).** Establishments primarily engaged in the wholesale distribution of fresh fruits and vegetables.

**Groceries and related products, n.e.c. (SIC 5149).** Establishments primarily engaged in the wholesale distribution of groceries and related products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters, are classified in this industry, but establishments primarily engaged in bottling soft drinks are classified in Manufacturing, Major Group 20. This industry does not include establishments primarily engaged in the wholesale distribution of farm-product raw materials classified in Industry Group 515, nor those distributing beer, wine, and distilled alcoholic beverages of Industry Group 518.

## **Farm-product raw materials (SIC 515)**

**Grain and field beans (SIC 5153).** Establishments primarily engaged in buying and/or marketing grain (such as corn, wheat, oats, barley, and unpolished rice); dry beans;

soybeans, and other inedible beans. Country grain elevators primarily engaged in buying or receiving grain from farmers are included, as well as terminal elevators and other merchants marketing grain. Establishments primarily engaged in the wholesale distribution of field and garden seeds are classified in Industry 5191.

**Livestock (SIC 5154).** Establishments primarily engaged in buying and/or marketing cattle, hogs, sheep, and goats. This industry also includes the operation of livestock auction markets.

**Farm-product raw materials, n.e.c. (SIC 5159).** Establishments primarily engaged in buying and/or marketing farm products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of milk are classified in Industry 5143, and those distributing live poultry are classified in Industry 5144.

### **Chemicals and allied products (SIC 516)**

**Plastics materials and basic forms and shapes (SIC 5162).** Establishments primarily engaged in the wholesale distribution of plastics materials, and of unsupported plastics film, sheets, sheeting, rods, tubes, and other basic forms and shapes.

**Chemicals and allied products, n.e.c. (SIC 5169).** Establishments primarily engaged in the wholesale distribution of chemicals and allied products, not elsewhere classified, such as acids, industrial and heavy chemicals, dyestuffs, industrial salts, rosin, and turpentine. Establishments primarily engaged in the wholesale distribution of ammunition are classified in Industry Group 509; those distributing agricultural chemicals and pesticides are classified in Industry 5191; those distributing drugs are classified in Industry 5122; and those distributing pigments, paints, and varnishes are classified in Industry 5198.

### **Petroleum and petroleum products (SIC 517)**

This industry group includes establishments primarily engaged in the wholesale distribution of crude petroleum and petroleum products. Included are establishments primarily engaged in the distribution of liquefied petroleum gas. Establishments primarily engaged in the transmission and/or distribution of natural gas are classified in Utilities, Industry Group 492.

**Petroleum bulk stations and terminals (SIC 5171).** Establishments primarily engaged in the wholesale distribution of crude petroleum and petroleum products from bulk liquid storage facilities. These establishments have a bulk liquid storage capacity of 10,000 gallons or more.

**Petroleum and petroleum products wholesalers, except bulk stations and terminals (SIC 5172).** Establishments primarily engaged in the wholesale distribution of crude petroleum and petroleum products. These establishments do not have a bulk liquid storage capacity of 10,000 gallons or more. Included are packaged and bottled petroleum products distributors, truck jobbers, and others marketing petroleum and its products at wholesale.

### **Beer, wine, and distilled alcoholic beverages (SIC 518)**

**Beer and ale (SIC 5181)** Establishments primarily engaged in the wholesale distribution of beer, ale, porter, and other fermented malt beverages.

**Wine and distilled alcoholic beverages (SIC 5182).** Establishments primarily engaged in the wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

### **Miscellaneous nondurable goods (SIC 519)**

**Farm supplies (SIC 5191).** Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, pesticides, seeds, and other farm supplies, except grains. Establishments primarily engaged in the wholesale distribution of pet food are classified in Industry 5149, and those distributing pet supplies are classified in Industry 5199.

**Books, periodicals, and newspapers (SIC 5192).** Establishments primarily engaged in the wholesale distribution of books, periodicals, and newspapers.

**Flowers, nursery stock, and florists' supplies (SIC 5193).** Establishments primarily engaged in the wholesale distribution of flowers, nursery stock, and florists' supplies.

**Tobacco and tobacco products (SIC 5194).** Establishments primarily engaged in the wholesale distribution of tobacco and its products. Leaf tobacco wholesalers are classified in Industry 5159, and establishments primarily engaged in stemming and redrying tobacco are classified in Manufacturing, Industry 2141.

**Paints, varnishes, and supplies (SIC 5198).** Establishments primarily engaged in the wholesale distribution of paints, varnishes, wallpaper, and supplies. Establishments selling to the general public and known as retail in the trade are classified in Retail Trade, Industry 5231.

**Nondurable goods, n.e.c. (SIC 5199).** Establishments primarily engaged in the wholesale distribution of nondurable goods, not elsewhere classified, such as art goods, industrial yarns, textile bags, and bagging and burlap.

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## Appendix B. **Sample Report Form**

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The sample report form is shown on the following pages.



# Appendix C.

## Changes in Wholesale Trade Kind-of-Business Classifications for 1992

[Based on revisions to the Standard Industrial classification (SIC) Manual, definitions of some kinds of business were changed for 1987. The significant changes in SIC codes from 1972 to 1987 are listed below. For industries other than those listed, the SIC definitions are the same as those used since 1972, or contain only minor revisions affecting the classification of few, if any, establishments]

1987 SIC (used for 1992 census reports)

1972 SIC (used for 1972, 1977, and 1982 census reports and 1987 Assets and Expenditures report)

Code	Title	Code	Title
5013	Motor vehicle supplies and new parts .....	5013 pt.	Automotive parts and supplies (except used)
5015	Motor vehicle parts, used .....	5013 pt. 5931 pt.	Used automotive parts, equipment and supplies (wholesale) Used automotive parts, equipment and supplies (retail)
5023	Homefurnishings <sup>1</sup> .....	5023	Home furnishings <sup>1</sup>
5032	Brick, stone, and related construction materials .....	5039	Construction materials, n.e.c.
5033	Roofing, siding, and insulation materials .....		
5039	Construction materials, n.e.c. ....		
5044	Office equipment .....	5081	Commercial machines and equipment
5045	Computers and computer peripheral equipment and software .....		
5046	Commercial equipment, n.e.c. ....		
5047	Medical, dental, and hospital equipment and supplies .....	5086	Professional equipment and supplies
5048	Ophthalmic goods .....		
5049	Professional equipment and supplies, n.e.c. ....		
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	5063 pt.	Electrical apparatus and equipment, wiring supplies, and construction materials <sup>2</sup>
5065	Electronic parts and equipment, n.e.c. ....	5065 5063 pt.	Electronic parts and equipment Electrical apparatus and equipment, wiring supplies, and construction materials <sup>3</sup>
5082	Construction and mining (except petroleum) machinery and equipment <sup>1</sup> .....	5082	Construction and mining machinery and equipment
5084	Industrial machinery and equipment .....	5084 5063 pt.	Industrial machinery and equipment Electrical apparatus and equipment, wiring supplies and construction materials <sup>4</sup>
5091	Sporting and recreational goods and supplies <sup>1</sup> .....	5041	Sporting and recreational goods and supplies
5092	Toys and hobby goods and supplies <sup>1</sup> .....	5042	Toys and hobby goods and supplies
5094	Jewelry, watches, precious stones, and precious metals <sup>1</sup> .....	5094	Jewelry, watches, diamonds, and other precious stones <sup>1</sup>
5099	Durable goods, n.e.c. ....	5099 5199 pt.	Durable goods, n.e.c. Nondurable goods, n.e.c. <sup>5</sup>
5112	Stationery and office supplies <sup>1</sup> .....	5112	Stationery supplies <sup>1</sup>
5131	Piece goods, notions, and other dry goods .....	5133 5134	Piece goods (woven fabrics) Notions and other dry goods
5142	Packaged frozen foods <sup>1</sup> .....	5142	Frozen foods <sup>1</sup>
5143	Dairy products, except dried or canned <sup>1</sup> .....	5143	Dairy products <sup>1</sup>
5153	Grain and field beans <sup>1</sup> .....	5153	Grain <sup>1</sup>
5159	Farm-product raw materials, n.e.c. ....	5152 5159	Cotton Farm-product raw materials, n.e.c.
5162	Plastics materials and basic forms and shapes .....	5161	Chemicals and allied products
5169	Chemicals and allied products, n.e.c. ....		
5192	Books, periodicals, and newspapers .....	5199	Nondurable goods, n.e.c. <sup>6</sup>
5193	Flowers, nursery stock, and florists' supplies .....		
5199	Nondurable goods, n.e.c. ....		

<sup>1</sup>No change in content.

<sup>2</sup>Excluding electrical communications equipment now in SIC 5065 and electrical measuring and testing equipment now in SIC 5084.

<sup>3</sup>Electrical communications equipment part only, now in SIC 5065.

<sup>4</sup>Electrical measuring and testing equipment part only, now in SIC 5084.

<sup>5</sup>General merchandise, durable part only, now in SIC 5099.

<sup>6</sup>All of SIC 5199 except durable goods general merchandise wholesalers. In 1972, all general merchandise wholesalers were in SIC 5199, for 1987 general merchandise wholesalers selling primarily durable goods were moved to SIC 5099.



# Publication Program

## 1992 CENSUS OF WHOLESALE TRADE

Publications of the 1992 Census of Wholesale Trade, containing data on wholesale trade establishments with payroll in the United States, are described below. Publication order forms for specific reports may be obtained from any Department of Commerce district office or from Customer Services, Bureau of the Census, Washington, DC 20233-1900. The first results were issued in press releases. Final detailed statistics are issued in separate paperbound reports and compact disc-read only memory (CD-ROM).

### Final Reports

#### Geographic area series—52 reports (WC92-A-1 to -52)

A separate paperbound 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, and commission merchants. Less type-of-operation detail is shown below the State level. For States, MA's, 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). For each State, the District of Columbia, and the United States, 1992 data are provided on sales and employees per establishment, sales and payroll per employee, payroll as a percent of operating expenses, and operating expenses and end-of-year inventories as percentages of sales. Comparative statistics showing percent changes in sales and payroll between 1987 and 1992 also are shown by kind of business.

#### Subject series—4 reports (WC92-S-1 to -4)

The *Establishment and Firm Size* report (WC92-S-1) 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, and employment for the United States.

The *Measures of Value Produced, Capital Expenditures, Depreciable Assets, and Operating Expenses* report (WC92-S-2) presents data on measures of value produced, capital expenditures,

depreciable assets, and operating expenses for firms with payroll for the United States by major kind of business. Measures of value produced include gross margin, value added, and net income produced at market prices and factor costs. Operating expenses include annual payroll, supplemental labor costs, purchased services, etc. Sales, purchases, and beginning and ending inventories data also are provided.

The *Commodity Line Sales* report (WC92-S-3) presents data on major categories of commodities sold by wholesale kind of business for the United States. Data for 15 selected MA's and 15 selected States will be available on electronic media only. 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.

The *Miscellaneous Subjects* report (WC92-S-4) 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; for petroleum bulk stations and terminals, States, and counties.

### Electronic Media

All data included in the printed reports are available on CD-ROM. The CD-ROM's provide the same information found in the final reports as well as additional information not published in the final reports, such as commodity line sales data for States (WC92-S-3). Electronic media products are available for users who wish to summarize, rearrange, or process large amounts of data. These products, with corresponding technical documentation, are sold by Customer Services, Bureau of the Census, Washington, DC 20233-1900.

## OTHER ECONOMIC CENSUS REPORTS

Data on retail trade, service industries, transportation, communications, utilities, financial, insurance, real estate, construction industries, manufactures, mineral industries, enterprise statistics, minority-owned business enterprises, and women-owned businesses also are available from the 1992 Economic Census. A separate series of reports covers the census of outlying areas: Puerto Rico, Virgin Islands of the United States, Guam, and the Northern Marianas. Separate announcements describing these reports are available free of charge from Customer Services, Bureau of the Census, Washington, DC 20233-1900.